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The Society of the
Plastics Industry, Inc.

SPI

Financial And Operating Ratios

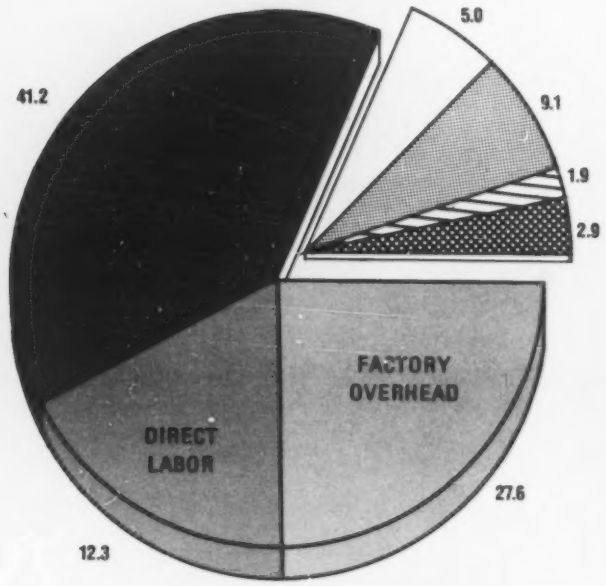
Survey No. 24
1985

Plastics Processing Companies

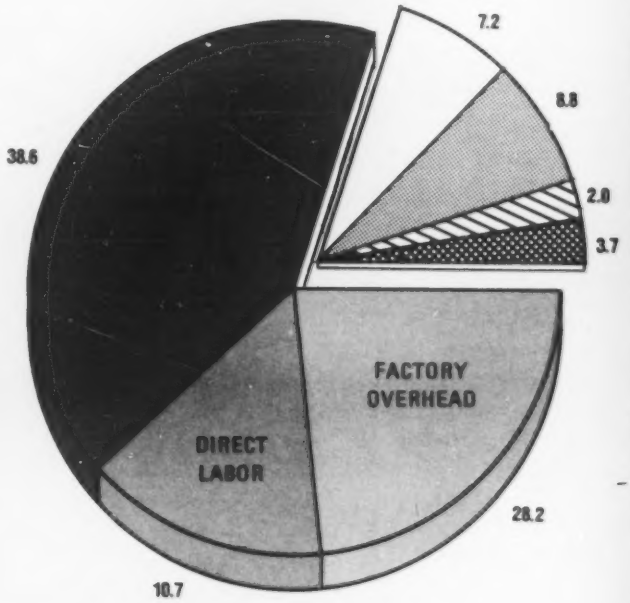
SPONSORED BY THE FINANCIAL MANAGEMENT COMMITTEE OF SPI

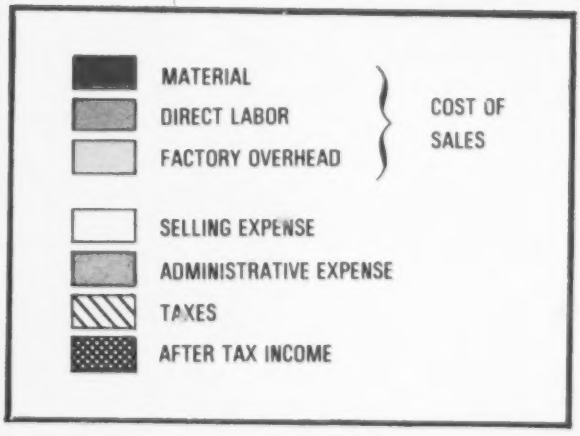
DISTRIBUTION OF SALES DOLLAR SUMMARY

CUSTOM
(Percent)

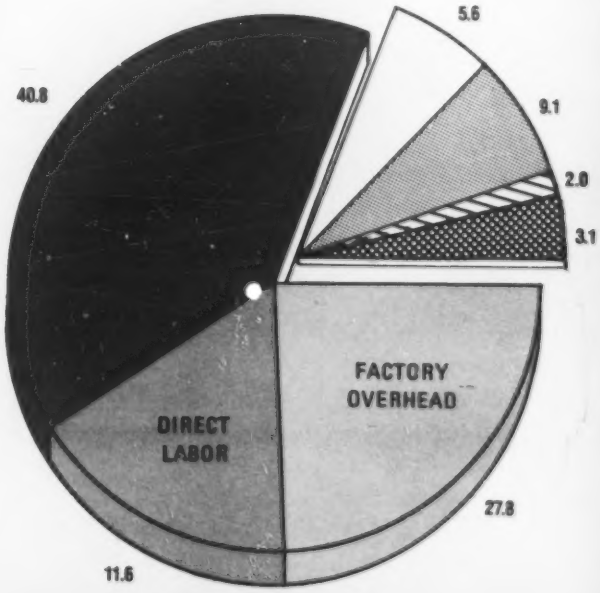


PROPRIETARY
(Percent)





INDUSTRY
(Percent)



These charts summarize the distribution of the sales dollar for custom processors, proprietary processors and the industry.

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FINANCIAL AND OPERATING RATIOS

SURVEY NO. 24 • 1985

PLASTIC PROCESSING COMPANIES

FINANCIAL MANAGEMENT COMMITTEE
THE SOCIETY OF THE PLASTICS INDUSTRY, INC.
355 LEXINGTON AVENUE, NEW YORK, N.Y. 10017

HOW TO ORDER

All orders for Financial and Operating Ratios Survey No. 24, (1985) should be directed to the Literature Sales Department, The Society of the Plastics Industry, Inc., 355 Lexington Avenue, New York, NY 10017. Checks made payable to SPI must accompany all orders. Price $75.00 per copy for SPI members and $100 for non-members.

Release Date: June 15, 1986

ABOUT THE FINANCIAL MANAGEMENT COMMITTEE...

The Financial Management Committee is comprised of executives from over seventy-five plastics processing firms located throughout the United States. Each representative has an extensive background in finance, management and manufacturing. The group meets regularly during the year to discuss industry problems and monitor the various survey programs.

At present, the Committee conducts annual and biennial surveys among the Society's plastics processing companies. They regularly sponsor a Financial and Operating Ratios Survey, a Salary Survey and a Labor Survey.

Besides the survey work, this group also sponsors workshops, conducts seminars and runs conferences for other Operating Units of the Society.

For more information on how to become an active member of this important Committee, write to the Staff Director, Financial Management Committee, The Society of the Plastics Industry, Inc., 355 Lexington Avenue, New York, N.Y. 100017.

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HIGHLIGHTS

The 1985 Financial and Operating Ratios Survey reflects the information submitted by 159 participants. Data for three sales groups are presented—less than $5 million, $5 to $10, and over $10 million. For each sales group, information is given for the industry as a whole, custom processors and proprietary processors. In addition, separate tables are shown for four types of custom processors—injection, compression and reinforced, extrusion and other. There were insufficient returns to permit a similar analysis for proprietary processors. Information on six end-use groups is also presented: appliances, construction, electronics, medical, packaging and transportation.

All participants are classified by major activity. In each table operating statements, balance sheets and several ratios are presented for all firms, firms with net profits before taxes above the average and firms with net profits before taxes below the average. This information will enable you to compare your performances with the three groups and possibly indicate how you might improve your own performance. Each table states, in a footnote, how above and below average performance was determined. All the numbers reported in the statements and ratios are medians.

When substantial portions of a firm's operations are devoted to more than one activity—30 per cent or more—the first is classified under each such activity. As a result of these multiple classifications the number of processed reports increased to 220.

Some of the findings of the 1985 Survey are reported below:

(a) Industry sales increased only 6.6 percent between 1984-85 compared to a 20.9 percent increase between 1983-84 and 12.8 percent between 1982-83.

Sales of custom processors increased 6.0 percent between 1984-85 compared to an increase of 20.7 percent between 1983-84.

Sales of proprietary processors increased 9.0 percent between 1984-85 compared to 18.9 percent between 1983-84.

(b) The pretax net income to sales ratio for the industry dropped to 5.1 percent in 1985 compared to 5.9 percent in 1984. However, the ratio exceeded the 4.9 percent in 1983 and 3.8 percent in 1982.

The ratio for custom processors decreased to 4.8 percent in 1985 compared to 5.5 percent in 1984. The ratios were 4.7 percent in 1983 and 2.1 percent in 1982.

The pretax net income to sales ratio for proprietary processors was also lower in 1985 than 1984, 5.7 percent as against 6.3 percent. The ratios were 5.2 percent in 1983 and 5.0 percent in 1982.

(c)The decreases in pre-tax rate of return on sales were largely attributable to increases in direct labor, overhead expense and selling expense between 1984 and 1985.

(d) The average collection period in 1985 compared to 1984 varied among processor types and plant sizes. Thus, for example, the collection period for custom processors with sales of $10 million or more decreased to 41.8 days in 1985 from 44.2 days in 1984. However, for proprietary processors with sales of $10 million or more the collection period increased greatly to 56.1 days in 1985 from 43.0 days in 1984.

The information in this report can be used to calculate meaningful ratios to assist you in evaluating your financial condition and operations compared to the performance of similar organizations in your industry. Financial condition can be compared with respect to liquity, coverage and leverage. In addition your success in managing your operations can be compared. This can be done by seeing how the ratios, described below, calculated from your books compare with those calculated from the figures in this report for firms in your sales group performing the same type of operation.

A series of ratios to be calculated are listed below and their function is briefly described. Additional ratios of interest are tabulated in the body of the report under "Statistical Data."

I Liquidity ratios which test the short-term financial position.

a. Current Ratio: $\frac{\text{Current Assets}}{\text{Current Liabilities}}$ is a rough indication of a firm's ability to meet its immediate obligations. Composition and quality of the assets are as important as the absolute ratio.

b. The Quick Ratio: $\frac{\text{Cash \& Equivalents + Receivables,}}{\text{Current Liabilities}}$ is a more conservative measure of liquidity. A value of unity means that all current obligations can be met without having to convert any inventory to sales.

c. The Average Collection Period: $\frac{\text{Receivables} \times 365,}{\text{Annual Sales}}$ shows the mean time to collect from customers. When compared with standard terms, delinquency rates can be calculated. Since this measure compares receivables one day with sales for the entire year, it is subject to wide seasonal fluctuations. Individual company data should be averaged if seasonal effects are substantial.

d. The Number of Days Supply: $\frac{\text{Total Inventory} \times 365,}{\text{Annual Cost of Sales}}$ measures the effectiveness of the firm's inventory management.

II Coverage Ratios which measure ability to service debt.

a. EBIT/Interest. $\frac{\text{Profit Before Income Taxes + Interest Paid,}}{\text{Interest Paid}}$ is a measure of a firm's ability to meet interest payments on its debt. A high ratio indicates little difficulty in meeting such obligations, and an ability to handle more debt.

b. Cash Flow/Current Maturities:

$\frac{\text{Profit After Income Taxes + Depreciation \& Amortization,}}{\text{Current Portion of Long-Term Debt}}$ measures the firm's ability to handle the retirement of its term debt. Although all cash is not available for debt service, it is perhaps the highest priority use, and a ratio less than unity would be cause for concern.

III Leverage ratios measure the vulnerability of a firm during business downturns as well as potentially favorable tax consequences during periods of high volume.

a. Debt/Worth: $\frac{\text{Total Liabilities}}{\text{Net Worth}}$ expresses the degree of protection for the creditors provided by the owners of the firm. A ratio of unity indicates a reasonable balance between long-term financial safety and aggressive application of the firm's resources.

b. Fixed/Worth: $\frac{\text{Net Fixed Assets}}{\text{Net Worth}}$ measures the extent to which equity capital has been invested in plant and equipment. The presence of leased assets, not shown on the Balance Sheet may alter the implication of this ratio substantially.

IV Operating ratios measure the performance of management.

a. $\frac{\text{Profit Before Taxes}}{\text{Net Worth}} \times 100$ expresses the return on equity capital employed in the business.

b. $\frac{\text{Profit Before Taxes}}{\text{Total Assets}} \times 100$ expresses the return on all the resources available to management.

NUMBER OF FIRMS*

TYPE	CUSTOM MOLDERS & PROCESSORS				PROPRIETARY MOLDERS & PROCESSORS				All Processors
	Sales Less Than $5 Million	Sales $5 Million-$10 Million	Sales $10 Million and Over	Total	Sales Less Than $5 Million	Sales $5 Million-$10 Million	Sales $10 Million and Over	Total	
INJECTION	29	13	10	52	4	10	7	21	73
COMPRESSION	7	4	6	17	2	1	6	9	26
REINFORCED	7	2	3	12	3	2	3	8	20
EXTRUSION	7	9	4	20	3	4	7	14	34
OTHER	25	16	9	50	7	6	4	17	67
TOTAL	75	44	32	151	19	23	27	69	220

NUMBER OF EMPLOYEES
1985

NUMBER OF EMPLOYEES	CUSTOM				PROPRIETARY				BOTH				INDUSTRY			
	I[a]	II[b]	III[c]	Total	I	II	III	Total	I	II	III	Total	I	II	III	Total
0 — 49	34	2	—	36	4	—	—	4	8	1	—	9	46	3	—	49
50 — 99	17	9	1	27	2	2	1	5	2	3	—	5	21	14	2	37
100 — 149	2	14	1	17	—	2	—	2	1	1	2	4	3	17	3	23
150 — 199	1	3	6	10	—	1	1	2	—	1	1	2	1	5	8	14
200 — 299	—	4	5	9	—	2	1	3	—	2	2	4	—	8	8	16
300 — 399	—	—	1	1	—	—	2	2	—	—	—	—	—	—	3	3
400 — 500	—	—	5	5	—	—	—	—	—	—	—	—	—	—	5	5
500 and over	—	—	4	4	—	—	1	1	—	—	1	1	—	—	6	6
Total	54	32	23	109	6	7	6	19	11	8	6	25	71	47	35	153
Total Employees	2,394	3,876	10,763	17,033	285	1,020	1,931	3,236	486	1,018	1,529	3,033	3,165	5,914	14,223	23,302

a) I—Sales less than $5 Million
b) II—Sales $5 Million to $10 Million
c) III—Sales $10 Million or more
d) 6 firms did not report

GEOGRAPHICAL DISTRIBUTION OF RESPONDING FIRMS

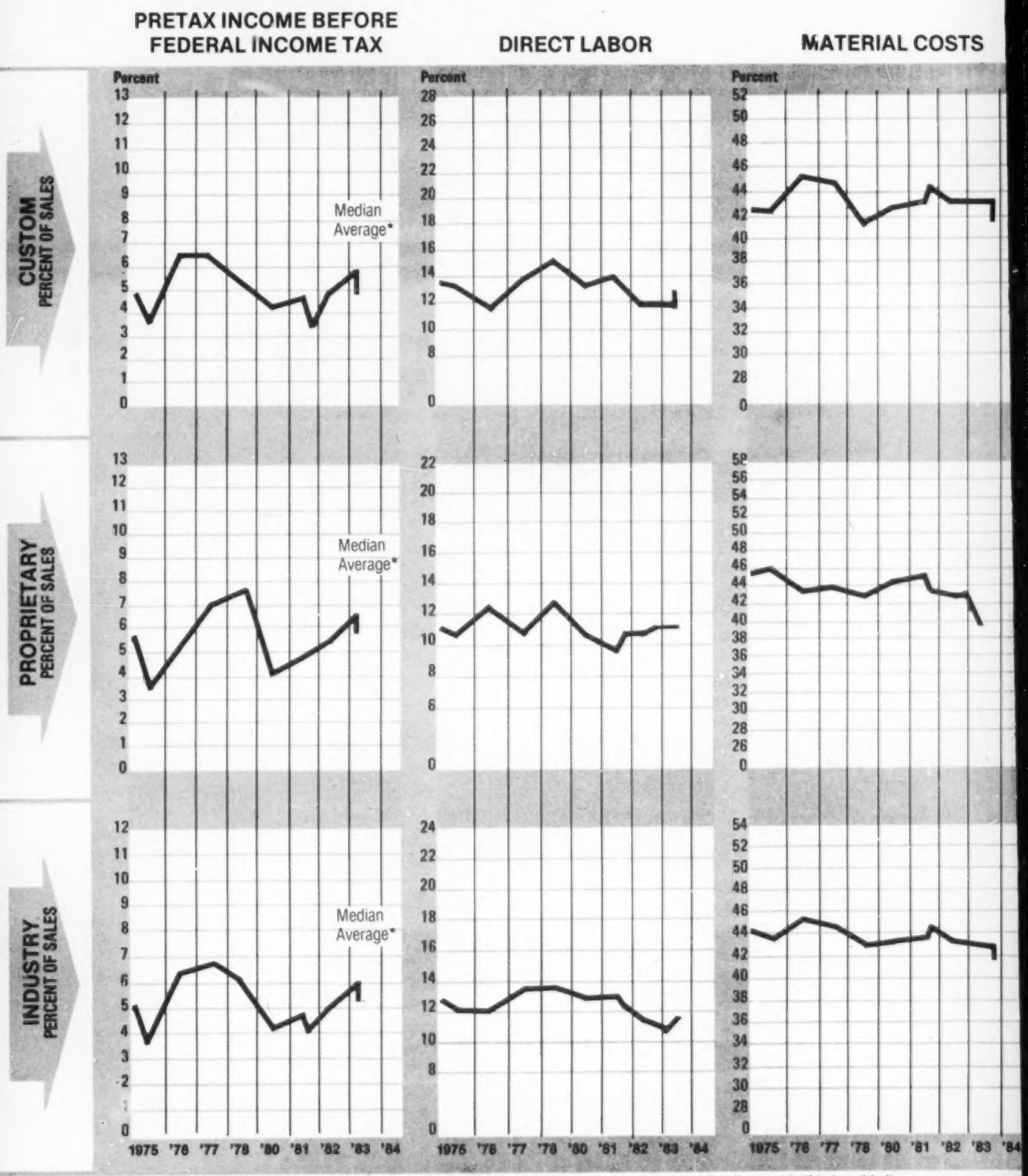
REGION	STATE	TOTAL	REGION	STATE	TOTAL
1	CONNECTICUT	4	6	KENTUCKY	1
	MASSACHUSETTS	6		OHIO (Cincinnati-Dayton)	6
	NEW HAMPSHIRE	2		TOTAL	7
	VERMONT	1	7	ILLINOIS (Chicago Area)	5
	TOTAL	13		TOTAL	5
2	NEW JERSEY (Northern)	2	8	IOWA	1
	TOTAL	2		KANSAS	1
3	MARYLAND	8		MINNESOTA	6
	NEW JERSEY (Lower)	3		MISSOURI	4
	NEW YORK	5		NEBRASKA	2
	PENNSYLVANIA	7		TOTAL	14
	TOTAL	17	9	ARKANSAS	1
4	FLORIDA	1		OKLAHOMA	1
	GEORGIA	1		TEXAS	5
	MISSISSIPPI	1		TOTAL	7
	NORTH CAROLINA	5	10	ARIZONA	1
	SOUTH CAROLINA	3		COLORADO	5
	TENNESSEE	1		TOTAL	6
	VIRGINIA	4	11	OREGON	3
	WEST VIRGINIA	1		WASHINGTON	3
	TOTAL	17		TOTAL	6
5	ILLINOIS (Excluding Chicago)	9	12	NORTHERN CALIFORNIA	3
	INDIANA	8		TOTAL	3
	MICHIGAN	16	13	SOUTHERN CALIFORNIA	9
	OHIO (Excluding Cincinnati-Dayton)	15		TOTAL	9
	WISCONSIN	9		HAWAII	1
	TOTAL	51		CANADA	1
				GRAND TOTAL	159

BASIS ON WHICH RATIOS WERE REPORTED

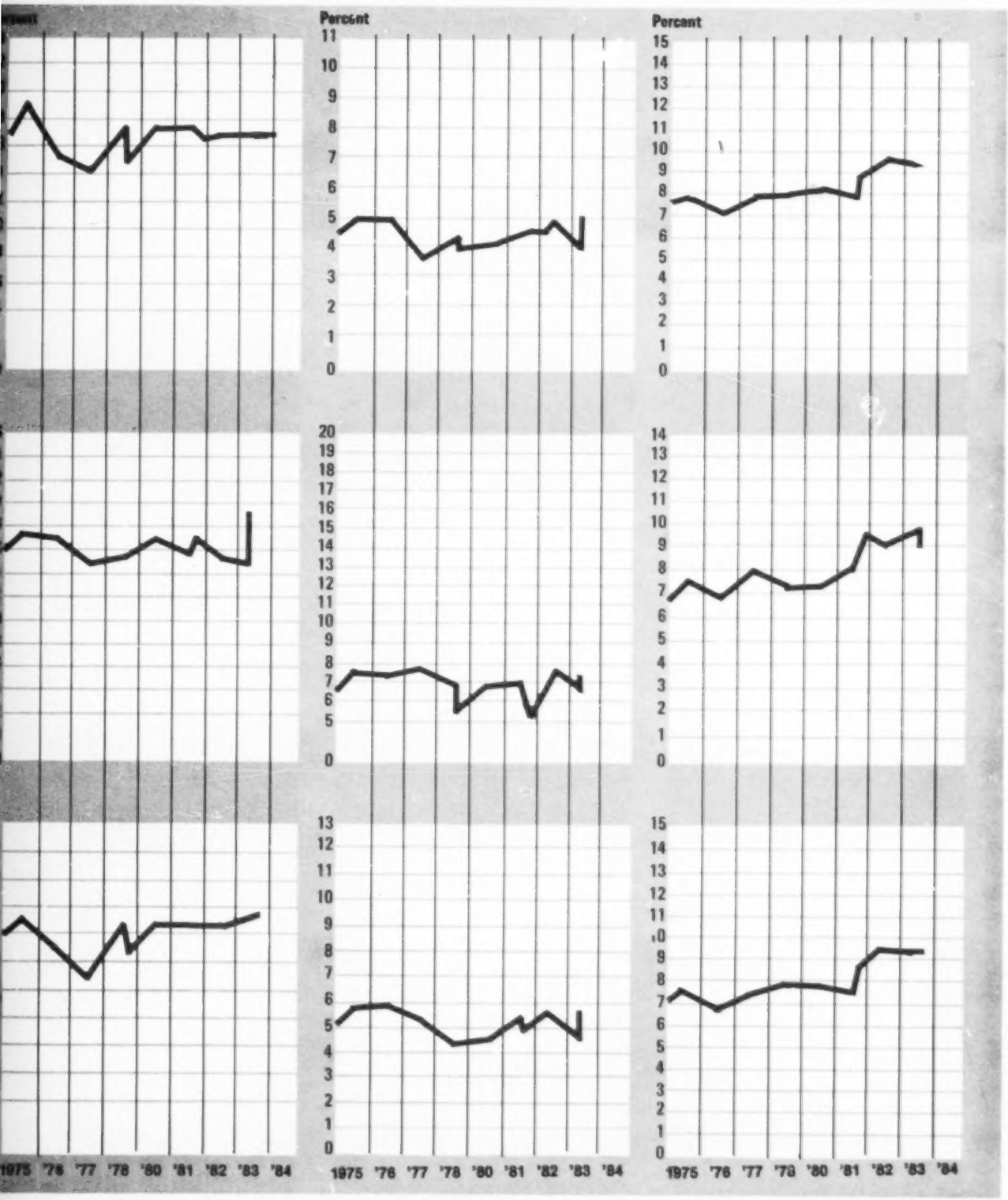
BASIS	NO. OF RESPONSES
CALENDAR YEAR	72
JANUARY	1
FEBRUARY	1
MARCH	7
APRIL	2
MAY	1
JUNE	24
JULY	7
AUGUST	6
SEPTEMBER	28
OCTOBER	7
NOVEMBER	2
TOTAL	158*

*Firm did not report

TRENDS IN PROFITS AND COSTS FOR PERIOD 1975 - 1985



Average* — Half of the firms reporting had ratios above this line and half below this line.


FACTORY OVERHEAD
SELLING EXPENSE
ADMINISTRATIVE EXPENSE
Percent
Percent
1975 '76 '77 '78 '80 '81 '82 '83 '84
1975 '76 '77 '78 '80 '81 '82 '83 '84
1975 '76 '77 '78 '80 '81 '82 '83 '84

PERCENTAGE CHANGE IN NET SALES
1984-1985

PERCENT	CUSTOM				PROPRIETARY				INDUSTRY			
	Less Than $5 Million	$5 Million-$10 Million	$10 Million or More	Total	Less Than $5 Million	$5 Million-$10 Million	$10 Million or More	Total	Less Than $5 Million	$5 Million-$10 Million	$10 Million or More	Total
—10 or less	11	5	3	19	—	1	2	3	11	6	5	22
0 to — 9.9	15	6	5	26	5	1	3	9	20	7	8	35
0 to 9.9	14	13	10	37	3	5	6	14	17	18	16	51
10 to 19.9	14	9	9	32	6	6	3	15	20	15	12	47
20 to 29.9	7	3	1	11	3	2	1	6	10	5	2	17
30 to 39.9	3	1	1	5	1	—	1	2	4	1	2	7
40 or more	4	3	—	7	—	—	—	—	4	3	—	7
TOTAL	68	40	29	137	18	15	16	49	86	55	45	186
MEDIAN CHANGE	1.5	7.5	6.6	6.0	11.5	10.8	6.7	9.0	3.0	7.6	6.7	6.6
MEDIAN CHANGE 1983-84	22.7	19.2	19.0	20.7	24.2	18.9	18.6	18.9	24.1	19.0	18.9	20.0

COMPARISON ON PROFIT BEFORE TAXES 1984-85 FOR INDUSTRY GROUPS
(in percent)

GROUP	SALES LESS THAN $5 MILLION		SALES $5 MILLION OR MORE	
	1985	1984	1985	1984
INDUSTRY	4.1	4.6	5.9	7.1
PROPRIETARY	6.0	4.6	5.5	7.4
CUSTOM	4.0	4.2	5.9	7.1
INJECTION	2.0	3.2	5.9	7.3
COMPRESSION & REINFORCED	4.9	4.9	3.5	6.6
EXTRUSION	1.5	3.6	7.1	6.4
OTHER PROCESS TYPES	4.9	5.0	7.6	5.6

SURVEY NO. 24, 1985

PLASTICS PROCESSING INDUSTRY BY SALES GROUPS — **CUSTOM PROCESSORS BY SALES GROUPS**

SALES $10 MILLION OR MORE				SALES $10 MILLION OR MORE		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable	Median	More Profitable
100.0	100.0	100.0	Net Sales	100.0	100.0	
2.1	1.7	1.2	Freight Out & Warehousing	2.0	1.2	0.4
1.1	1.9	2.8	Direct Packaging & Shipping Supplies	1.1	2.0	2.9
46.5	42.2	39.9	Direct Materials	49.4	44.1	40.5
11.9	11.3	10.5	Direct Labor	11.3	11.3	11.3
7.5	9.4	11.2	Indirect Labor	7.5	9.4	11.3
3.2	3.2	3.3	Utilities	2 8	3.0	3.2
5.5	5.7	5.9	Other Variable Mfg. Expense	5.3	5.4	5.6
3.8	3.1	2.3	Depreciation Expense	3.2	2.8	2.3
0.3	0.4	0.5	Lease Expense	0.2	0.2	0.3
1.1	1.0	1.0	Other Fixed Mfg. Expense	0.8	0.8	0.7
(0.1)	(0.3)	(0.6)	Net on Tool Transactions	(0.2)	(0.4)	(0.6)
1.6	1.6	1.6	Sales Commissions	1.1	1.3	1.5
4.7	3.3	2.0	Other Sales Expense	3.5	2.5	1.5
6.1	5.8	5.4	Administrative Expense	6.1	5.8	5.5
1.1	1.2	1.4	Engineering Expense	1.3	1.3	1.4
0.7	1.1	1.5	Research & Development Expense	1.2	1.7	2.2
2.9	7.4	10.1	Operating Earnings	3.4	7.6	10.0
2.1	1.6	1.3	Interest	2.1	1.6	1.1
(0.1)	(0.1)	(0.1)	Misc. (Income) or Expense	(0.1)	(0.1)	(0.1)
0.9	5.9	8.9	Profit Before Income Taxes	1.4	6.1	9.0
0.2	2.0	3.5	Federal Income Tax	0.6	2.1	3.6
0.1	0.3	0.5	Other Income Taxes	0.2	0.3	0.4
0.6	3.6	4.9	PROFIT AFTER INCOME TAXES	0.6	3.7	5.0
173.0%	173.2%	173.3%	Sales as Percentage of Total Assets	189.0%	185.1%	180.9%
			Balance Sheets			
1.6	2.0	2.4	Cash & Equivalents	1.0	1.4	1.7
20.5	21.6	23.1	Accounts & Notes Receivable	20.9	21.2	21.5
7.2	7.6	7.6	Raw Material Inventory	7.6	7.6	7.6
2.4	2.7	3.0	Work in Process Inventory	2.7	2.8	3.0
11.0	9.2	7.3	Finished Goods Inventory	8.2	7.2	6.2
2.9	2.6	2.3	LIFO Reserve	2.8	2.5	2.1
1.8	1.2	0.8	Packaging & Shipping Supplies	2.0	1.5	1.0
1.5	2.1	2.6	Other Current Assets	1.3	2.1	2.9
43.1	43.8	44.5	CURRENT ASSETS	40.9	41.3	41.8
24.8	23.3	21.8	Land & Buildings, at Cost	24.3	23.5	22.7
4.1	5.3	6.5	Depreciation Reserve	6.0	6.3	6.6
59.2	58.8	58.1	Machinery & Equipment, at Cost	62.1	60.7	59.0
33.0	28.7	24.6	Depreciation Reserve	33.3	28.7	24 1
5.2	4.6	4.5	Molds, Tools, & Ties, at Cost	4.4	3.8	3.3
2.4	2.4	2.8	Depreciation Reserve	2.0	1.9	1.7
7.2	5.9	5.0	Other Long-Term Assets	9.6	7.6	5.6
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
2.7	1.8	0.9	Current Portion of Term Debt	3.1	2.0	0.9
7.5	8.1	8.6	Notes Payable	7.5	8.2	8.9
9.5	10.6	12.4	Accounts Payable, Trade	8.5	10.5	12.4
6.4	6.3	6.2	Other Payables & Accruals	6.7	6.4	6.2
2.0	3.3	4.4	Provision for Income Taxes	3.3	3.8	4.4
28.1	30.1	32.5	CURRENT LIABILITIES	29.1	30.9	32.8
3.6	3.3	3.0	Real Estate Mortgages	3.1	3.1	3.0
17.6	16.0	14.0	Other Long-Term Debt	18.2	16.1	14.0
49.3	49.4	49.5	TOTAL LIABILITIES	50.4	50.1	49.8
50.7	50.6	50.5	EQUITY (NET WORTH)	49.6	49.9	50.2
			Statistical Data			
$95,510	$86,426	$77,342	Net Sales/Number of All Employees	$87,990	$82,666	$77,342
61.2%	61.7%	62.2%	Prod. Man Hrs./Available Mach. Hrs.	63.1%	62.9%	62.8%
$39.55	$40.34	$41.13	Net Sales/All Employees Man Hours	$37.60	$38.27	$38.94
388.6%	352.7%	316.7%	Net Sales/Total Employment Costs	311.7%	309.5%	307.4%
$50.80	$50.78	$50.75	Net Sales/Production Worker Man Hrs.	$50.23	$49.64	$49.04
538.9%	515.0%	491.0%	Net Sales/Prod. Worker Emp. Costs	499.2%	481.1%	463.0%
$.96	$1.16	$1.36	Net Sales—Cost of Matls./lbs. Proc.	$.89	$1.14	$1.38
$.21	$.34	$.46	Total Mfg. Payroll/lbs. Processed	$.22	$.38	$.53
7.2%	6.7%	6.0%	Percent Change in Sales, '85 vs '84	7.0%	6.6%	5.8%
45.0	44.6	41.0	Cost of Sales/Inventory	36.3	37.1	37.8
43.3	45.5	48.7	Average Collection Period	40.4	41.8	43.4
1.6%	10.2%	15.4%	Profit Before Income Taxes/Assets	2.6%	11.3%	16.3%
1.1%	7.4%	11.3%	Profit Before Income Taxes/Gross Assets	1.8%	8.1%	12.1%
6.7%	9.3%	10.1%	Cash Return/Gross Assets	6.4%	9.7%	10.6%
2.0%	12.3%	16.8%	Net Income/Equity	2.3%	13.7%	18.0%
$.60	$.68	$.78	Processing Costs*/lbs. Processed	$.55	$.67	$.80

*PBIT less than 5.9 percent
**PBIT more than 5.9 percent

*PBIT less than 6.1 percent
**PBIT more than 6.1 percent

SALES $10 MILLION OR MORE						
Less Profitable*	Median	More Profitable**	Operating Statements			
100.0	100.0	100.0	Net Sales			
2.3	3.3	4.2	Freight Out & Warehousing			
1.0	1.7	2.8	Direct Packaging & Shipping Supplies			
45.6	37.1	32.8	Direct Materials			
12.7	11.4	10.1	Direct Labor			
7.3	7.1	7.0	Indirect Labor			
4.2	3.8	3.4	Utilities			
6.3	6.1	5.9	Other Variable Mfg. Expense			
5.0	4.1	3.6	Depreciation Expense			
0.3	0.6	0.9	Lease Expense			
1.1	2.4	3.7	Other Fixed Mfg. Expense			
(0.1)	0.2	0.5	Net on Tool Transactions			
2.4	2.5	2.6	Sales Commissions			
5.4	5.8	6.5	Other Sales Expense			
6.2	5.6	5.0	Administrative Expense			
1.1	1.2	1.3	Engineering Expense			
0.7	0.6	0.6	Research & Development Expense			
(1.5)	6.5	9.1	Operating Earnings			
2.1	1.6	1.4	Interest			
(0.1)	(0.2)	(0.2)	Misc. (Income) or Expense			
(3.5)	5.1	7.9	Profit Before Income Taxes			
(1.1)	1.6	2.4	Federal Income Tax			
(0.5)	0.2	0.6	Other Income Taxes			
(1.9)	3.3	4.9	PROFIT AFTER INCOME TAXES			
160.4%	155.5%	150.6%	Sales as Percentage of Total Assets			
			Balance Sheets			
2.1	3.3	4.5	Cash & Equivalents			
18.4	23.9	29.4	Accounts & Notes Receivable			
7.8	7.9	8.0	Raw Material Inventory			
1.3	2.4	3.5	Work in Process Inventory			
13.7	14.1	14.5	Finished Goods Inventory			
2.9	3.8	4.7	LIFO Reserve			
1.7	1.2	0.7	Packaging & Shipping Supplies			
1.5	2.1	2.6	Other Current Assets			
43.6	51.1	58.5	CURRENT ASSETS			
28.2	21.9	16.0	Land & Buildings, at Cost			
4.1	4.9	5.7	Depreciation Reserve			
46.5	50.3	54.1	Machinery & Equipment, at Cost			
25.2	26.9	28.7	Depreciation Reserve			
6.6	8.5	10.4	Molds, Tools, & Dies, at Cost			
2.7	4.8	7.2	Depreciation Reserve			
7.1	4.8	2.6	Other Long-Term Assets			
100.0	100.0	100.0	TOTAL ASSETS			
1.1	1.0	0.8	Current Portion of Term Debt			
2.0	1.4	0.9	Notes Payable			
9.5	10.6	11.7	Accounts Payable, Trade			
5.8	6.5	7.2	Other Payables & Accruals			
1.5	2.8	4.0	Provision for Income Taxes			
19.9	22.3	24.6	CURRENT LIABILITIES			
15.5	8.8	2.0	Real Estate Mortgages			
10.6	9.8	9.0	Other Long-Term Debt			
46.0	40.9	35.6	TOTAL LIABILITIES			
54.0	59.1	64.4	EQUITY (NET WORTH)			
			Statistical Data			
$102,321	$97,686	$93,051	Net Sales/Number of All Employees			
68.1%	62.9%	57.6%	Prod. Man Hrs./Available Mach. Hrs.			
$51.15	$46.33	$41.50	Net Sales/All Employees Man Hours			
448.0%	402.7%	357.4%	Net Sales/Total Employment Costs			
$65.15	$65.53	$65.97	Net Sales/Production Worker Man Hrs.			
681.3%	622.7%	564.1%	Net Sales/Prod. Worker Emp. Costs			
$1.02	$1.23	$1.35	Net Sales—Cost of Matls./lbs. Proc.			
$.20	$.31	$.42	Total Mfg. Payroll/lbs. Processed			
7.5%	6.7%	4.9%	Percent Change in Sales, '85 vs '84			
52.8	62.3	69.4	Cost of Sales/Inventory			
41.9	56.1	71.3	Average Collection Period			
(5.6%)	7.9%	11.9%	Profit Before Income Taxes/Assets			
(4.2%)	5.6%	8.1%	Profit Before Income Taxes/Gross Assets			
6.7%	9.1%	9.5%	Cash Return/Gross Assets			
(5.6%)	8.7%	11.5%	Net Income/Equity			
$.69	$.69	$.70	Processing Costs*/lbs. Processed			

*PBIT less than 5.1 percent
**PBIT more than 5.1 percent

CUSTOM INJECTION MOLDERS BY SALES GROUPS				CUSTOM COMPRESSION & REINFORCED MOLDERS BY SALES GROUPS		
SALES $10 MILLION OR MORE				SALES $10 MILLION OR MORE		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable	Median	More Profitable
100.0	100.0	100.0	Net Sales	100.0	100.0	
0.3	0.3	0.3	Freight Out & Warehousing	0.4	0.8	1.2
3.1	2.9	2.7	Direct Packaging & Shipping Supplies	1.0	1.8	2.6
44.5	45.6	46.8	Direct Materials	44.9	40.3	36.9
10.6	11.1	11.5	Direct Labor	12.6	12.5	12.4
11.5	7.7	4.0	Indirect Labor	13.7	14.3	15.0
2.9	3.4	3.8	Utilities	2.3	2.8	3.3
6.4	6.2	6.1	Other Variable Mfg. Expense	5.8	5.9	6.1
2.8	3.0	3.1	Depreciation Expense	2.5	2.2	1.9
0.3	0.2	0.1	Lease Expense	0.2	0.2	0.1
0.7	1.0	1.2	Other Fixed Mfg. Expense	0.6	0.7	0.8
(0.8)	0.1	1.0	Net on Tool Transactions	(0.5)	(0.6)	(0.6)
1.0	1.3	1.6	Sales Commissions	0.7	0.8	0.9
1.8	1.6	1.3	Other Sales Expense	4.5	2.9	1.3
8.6	7.2	5.8	Administrative Expense	6.8	4.8	2.9
1.6	1.6	1.6	Engineering Expense	0.9	1.3	1.5
1.2	0.6	N.A.	Research & Development Expense	1.2	1.7	2.2
3.5	6.2	9.1	Operating Earnings	2.4	7.6	11.5
2.2	0.5	0.5	Interest	1.3	1.4	1.5
(0.3)	(0.2)	(0.2)	Misc. (Income) or Expense	(1.0)	(0.4)	(0.4)
1.6	5.9	8.8	Profit Before Income Taxes	2.1	6.6	10.4
0.8	1.8	3.3	Federal Income Tax	0.8	2.4	4.2
0.2	0.2	0.2	Other Income Taxes	0.2	0.2	0.2
0.6	3.9	5.3	PROFIT AFTER INCOME TAXES	1.1	4.0	6.0
195.3%	191.0%	186.7%	Sales as Percentage of Total Assets	185.2%	176.1%	167.0%
			Balance Sheets			
1.0	0.7	0.3	Cash & Equivalents	3.0	2.5	2.0
20.8	24.0	27.3	Accounts & Notes Receivable	20.3	26.0	31.6
6.9	7.7	8.4	Raw Material Inventory	6.1	6.4	6.7
3.8	3.3	2.9	Work in Process Inventory	2.2	3.0	3.8
4.2	5.4	6.5	Finished Goods Inventory	6.0	5.5	5.0
3.5	2.5	1.6	LIFO Reserve	N.A.	N.A.	N.A.
1.3	2.3	3.2	Packaging & Shipping Supplies	1.3	1.2	1.1
1.5	1.8	2.1	Other Current Assets	0.4	1.5	2.6
36.0	42.7	49.1	CURRENT ASSETS	39.3	46.1	52.8
25.1	24.5	23.8	Land & Buildings, at Cost	26.2	25.0	23.7
6.0	8.3	10.5	Depreciation Reserve	2.4	5.6	9.2
63.2	58.7	54.5	Machinery & Equipment, at Cost	29.7	40.7	51.3
32.6	32.6	32.5	Depreciation Reserve	6.1	18.0	29.6
9.9	6.7	3.5	Molds, Tools, & Dies, at Cost	4.4	5.5	6.8
4.2	3.1	2.0	Depreciation Reserve	0.7	2.3	3.8
8.6	11.4	14.1	Other Long-Term Assets	9.6	8.6	8.1
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
5.4	3.1	0.7	Current Portion of Term Debt	1.9	1.4	0.9
16.3	8.1	N.A.	Notes Payable	10.1	13.2	16.3
11.4	11.7	12.0	Accounts Payable, Trade	9.5	10.6	11.6
8.4	7.8	7.2	Other Payables & Accruals	5.5	7.2	9.0
4.5	4.2	4.0	Provision for Income Taxes	7.5	8.1	8.8
46.0	34.9	23.9	CURRENT LIABILITIES	34.5	40.5	46.6
1.5	0.8	N.A.	Real Estate Mortgages	2.8	1.4	N.A.
15.7	11.2	6.7	Other Long-Term Debt	13.9	10.3	6.7
63.2	46.9	30.6	TOTAL LIABILITIES	51.2	52.2	53.3
36.8	53.1	69.4	EQUITY (NET WORTH)	48.8	47.8	46.7
			Statistical Data			
$63,379	$73,690	$84,000	Net Sales/Number of All Employees	$78,198	$70,099	$62,000
62.8%	61.4%	60.0%	Prod. Man Hrs./Available Mach. Hrs.	60.0%	62.2%	64.3%
$29.61	$35.37	$41.13	Net Sales/All Employees Man Hours	$37.60	$34.92	$32.23
248.3%	286.7%	325.0%	Net Sales/Total Employment Costs	310.0%	288.5%	265.0%
$38.47	$46.74	$55.00	Net Sales/Production Worker Man Hrs.	$60.87	$53.83	$46.78
411.7%	488.4%	565.0%	Net Sales/Prod. Worker Emp. Costs	562.6%	475.8%	389.0%
$1.67	$1.62	$1.56	Net Sales—Cost of Matls./lbs. Proc.	$.94	$.96	$.97
$.67	$.66	$.64	Total Mfg. Payroll/lbs. Processed	$.21	$.29	$.36
1.5%	4.6%	7.6%	Percent Change in Sales, '85 vs '84	4.1%	6.2%	8.2%
25.6	32.6	39.8	Cost of Sales/Inventory	33.6	37.9	42.2
38.9	45.9	53.4	Average Collection Period	40.0	53.9	69.1
3.1%	11.5%	16.4%	Profit Before Income Taxes/Assets	3.8%	11.6%	17.4%
2.1%	7.8%	11.2%	Profit Before Income Taxes/Gross Assets	3.6%	9.2%	12.2%
6.0%	9.4%	11.1%	Cash Return/Gross Assets	7.3%	9.7%	10.2%
3.2%	14.0%	14.3%	Net Income/Equity	4.2%	14.7%	21.5%
$1.06	$.97	$.87	Processing Costs*/lbs. Processed	$.64	$.62	$.61

*PBIT less than 5.9 percent
**PBIT more than 5.9 percent

*PBIT less than 6.6 percent
**PBIT more than 6.6 percent

CUSTOM EXTRUSION PROCESSORS BY SALES GROUPS				OTHER CUSTOM PROCESSORS BY SALES GROUPS		
SALES $10 MILLION OR MORE				SALES $10 MILLION OR MORE		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable	Median	More Profitable
100.0	100.0	100.0	Net Sales	100.0	100.0	
2.7	2.0	1.3	Freight Out & Warehousing	5.9	3.1	0.2
0.9	2.1	3.2	Direct Packaging & Shipping Supplies	3.0	3.6	4.2
54.6	51.6	48.7	Direct Materials	42.1	36.7	33.5
7.7	8.4	9.0	Direct Labor	13.8	13.5	13.1
3.8	4.4	5.1	Indirect Labor	10.2	10.3	10.5
2.4	2.6	2.8	Utilities	3.5	3.6	3.7
4.9	4.9	5.0	Other Variable Mfg. Expense	4.4	5.0	5.7
2.9	2.5	2.0	Depreciation Expense	2.6	2.4	2.3
0.4	0.2	N.A.	Lease Expense	0.3	0.5	0.8
1.5	2.2	2.9	Other Fixed Mfg. Expense	0.8	0.7	0.7
1.1	0.1	(1.9)	Net on Tool Transactions	1.1	0.5	0.1
1.0	1.6	2.2	Sales Commissions	2.2	2.4	2.6
4.2	3.3	2.4	Other Sales Expense	2.0	1.8	1.7
6.0	5.7	5.4	Administrative Expense	6.4	6.0	5.6
2.1	1.8	1.4	Engineering Expense	1.1	1.2	1.4
0.7	0.7	0.8	Research & Development Expense	0.3	1.5	2.8
3.1	5.9	8.7	Operating Earnings	0.3	7.2	11.1
0.6	0.5	0.4	Interest	1.3	0.8	0.6
(0.2)	(0.1)	0.5	Misc. (Income) or Expense	(0.1)	0.1	0.3
2.7	5.5	7.8	Profit Before Income Taxes	(0.9)	6.3	10.2
1.4	2.2	3.5	Federal Income Tax	(0.2)	2.3	3.5
0.2	0.3	0.5	Other Income Taxes	0.1	0.5	0.7
1.1	3.0	3.8	PROFIT AFTER INCOME TAXES	(0.8)	3.5	6.0
227.6%	247.0%	266.3%	Sales as Percentage of Total Assets	252.4%	216.1%	179.8%
			Balance Sheets			
0.2	0.8	1.4	Cash & Equivalents	0.2	1.3	2.4
27.6	26.9	26.3	Accounts & Notes Receivable	20.0	18.7	17.3
11.8	11.0	10.3	Raw Material Inventory	8.9	8.7	8.4
1.3	2.1	2.9	Work in Process Inventory	1.1	1.7	2.4
9.2	8.0	6.7	Finished Goods Inventory	12.9	9.4	5.9
2.1	1.6	1.1	LIFO Reserve	2.6	2.4	2.3
N.A.	0.3	0.5	Packaging & Shipping Supplies	2.0	1.8	1.6
1.3	2.6	3.9	Other Current Assets	3.2	3.5	3.8
49.3	50.1	50.9	CURRENT ASSETS	45.7	42.7	39.5
15.8	22.7	29.6	Land & Buildings, at Cost	24.9	26.0	27.0
2.6	6.7	10.5	Depreciation Reserve	12.2	9.2	6.2
63.7	66.7	69.3	Machinery & Equipment, at Cost	63.8	66.0	68.2
32.3	37.5	42.7	Depreciation Reserve	40.9	39.3	37.6
6.9	3.5	0.2	Molds, Tools, & Dies, at Cost	3.7	2.5	1.3
1.2	0.6	0.1	Depreciation Reserve	1.8	1.4	0.9
0.4	1.8	3.3	Other Long-Term Assets	16.8	12.7	8.7
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
2.4	3.7	4.9	Current Portion of Term Debt	4.3	3.9	3.4
N.A.	N.A.	N.A.	Notes Payable	N.A.	9.5	19.1
7.2	11.1	15.0	Accounts Payable, Trade	11.9	12.3	12.7
8.4	7.2	6.0	Other Payables & Accruals	11.1	8.8	6.5
5.2	4.0	2.8	Provision for Income Taxes	2.6	4.6	6.5
23.2	26.0	28.7	CURRENT LIABILITIES	29.9	39.1	48.2
N.A.	N.A.	N.A.	Real Estate Mortgages	11.2	7.1	3.0
5.9	13.5	21.0	Other Long-Term Debt	29.6	21.8	14.0
29.1	39.5	49.7	TOTAL LIABILITIES	70.7	68.0	65.2
70.9	60.5	50.3	EQUITY (NET WORTH)	29.3	32.0	34.8
			Statistical Data			
$114,100	$133,891	$153,682	Net Sales/Number of All Employees	$88,268	$78,492	$68,716
70.4%	69.7%	69.0%	Prod. Man Hrs./Available Mach. Hrs.	66.7%	55.1%	43.5%
$51.33	$52.17	$53.00	Net Sales/All Employees Man Hours	$39.31	$37.63	$35.94
447.8%	471.2%	494.5%	Net Sales/Total Employment Costs	313.3%	305.8%	302.8%
$74.86	$89.43	$104.00	Net Sales/Production Worker Man Hrs.	$49.75	$48.13	$46.50
868.5%	832.6%	796.6%	Net Sales/Prod. Worker Emp. Costs	488.4%	471.2%	453.9%
$1.02	$.76	$.50	Net Sales—Cost of Matls./lbs. Proc.	$.92	$1.17	$1.42
$.14	$.15	$.16	Total Mfg. Payroll/lbs. Processed	$.23	$.38	$.53
1.0%	0.8%	0.5%	Percent Change in Sales, '85 vs '84	9.3%	4.8%	0.3%
39.6	35.6	32.2	Cost of Sales/Inventory	33.8	36.9	39.1
44.3	39.8	36.0	Average Collection Period	28.9	31.6	35.1
6.1%	13.6%	20.8%	Profit Before Income Taxes/Assets	(2.3%)	13.6%	18.3%
4.4%	9.3%	13.5%	Profit Before Income Taxes/Gross Assets	(1.4%)	8.9%	12.5%
7.1%	9.8%	10.3%	Cash Return/Gross Assets	4.0%	8.8%	10.5%
3.5%	12.2%	20.1%	Net Income/Equity	(6.9%)	23.6%	31.0%
$.53	$.40	$.26	Processing Costs*lbs. Processed	$.57	$.67	$.79

*PBIT less than 5.5 percent
**PBIT more than 5.5 percent

*PBIT less than 6.3 percent
**PBIT more than 6.3 percent

PLASTICS PROCESSING INDUSTRY BY SALES GROUPS

SURVEY NO. 24, 1985

SALES LESS THAN $5 MILLION				SALES $5-$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	
1.5	1.3	1.1	Less Adjustments & Allowances	1.1	0.9	0.5
98.5	98.7	98.9	Net Sales	98.9	99.1	99.5
38.6	37.7	36.0	Direct Materials	45.4	43.0	40.6
13.0	12.7	12.4	Direct Labor	11.3	10.1	9.5
8.1	7.7	7.4	Indirect Labor	6.4	7.3	8.7
3.7	3.2	2.7	Utilities	3.4	3.2	3.0
3.3	3.8	4.3	Depreciation	3.8	4.0	4.2
13.6	12.0	11.5	Other Mfg. Expense	9.3	10.5	12.1
(0.3)	0.1	0.5	Net on Tool Transactions	0.7	0.1	(0.6)
6.7	6.4	6.0	Selling Expenses	5.2	5.0	4.1
10.6	10.1	9.7	Administrative Expense	9.3	8.4	7.8
1.2	5.0	8.4	Operating Earnings	4.1	7.5	10.1
0.6	0.9	1.3	Other Income or (Expense)	2.1	1.6	(0.2)
0.6	4.1	7.1	Profit Before Income Taxes	2.0	5.9	10.3
0.2	1.8	2.7	Income Taxes	0.4	2.1	4.0
0.4	2.3	4.4	PROFIT AFTER INCOME TAXES	1.8	3.8	6.3
171.3%	186.9%	202.5%	Sales as Percentage of Total Assets	221.3%	196.3%	171.2%
			Balance Sheets			
4.5	4.8	4.8	Cash	2.6	3.7	4.9
25.9	26.3	26.8	Accounts & Notes Receivable	30.1	26.5	22.8
21.0	18.5	17.0	Inventory	23.5	20.7	17.9
1.9	1.9	1.6	Other Current Assets	1.5	1.6	1.8
53.3	51.5	50.2	CURRENT ASSETS	57.7	52.5	47.4
26.4	28.3	32.0	Land & Buildings, at Cost	25.0	25.6	26.2
10.1	9.7	8.8	Depreciation Reserve	6.6	6.5	6.5
64.1	62.4	57.7	Machinery & Equipment, at Cost	54.6	56.3	57.9
37.3	36.9	36.4	Depreciation Reserve	34.1	31.2	28.2
3.6	4.4	5.3	Other Long-Term Assets	3.4	3.3	3.2
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
3.9	6.7	9.5	Current Portion of Term Debt	3.5	3.6	3.7
24.0	23.3	22.6	Notes Payable	18.9	15.6	12.3
17.0	15.3	13.5	Accounts Payable, Trade	14.0	12.0	10.0
7.8	8.0	8.2	Other Payables & Accruals	6.1	7.7	9.2
52.7	53.3	53.8	CURRENT LIABILITIES	42.5	38.9	35.2
11.4	8.6	5.1	Other Long-Term Debt	2.7	3.4	4.0
64.1	61.9	58.9	TOTAL LIABILITIES	45.2	42.3	39.0
35.9	38.1	41.1	EQUITY (NET WORTH)	54.8	57.7	60.8
			Statistical Data			
(1.1%)	3.0%	8.7%	Percent Change in Sales, '85 vs '84	6.3%	7.6%	12.5
54.7	46.1	40.6	Cost of Sales/Inventory	48.0	48.7	48.6
55.2	51.4	48.3	Average Collection Period	49.6	49.3	48.6
1.0%	7.7%	14.4%	Profit Before Income Taxes/Assets	4.4%	11.6%	17.6%
1.9%	11.3%	21.7%	Net Income/Equity	7.2%	12.9%	17.7%

*PBIT less than 4.1 percent
**PBIT more than 4.1 percent

*PBIT less than 5.9 percent
**PBIT more than 5.9 percent

PLASTICS PROCESSING INDUSTRY BY SALES GROUPS

SURVEY NO. 24, 1985

SALES $10 MILLION OR MORE				
Less Profitable*	Median	More Profitable**	Operating Statements	
100.0	100.0	100.0	Net Sales	
2.1	1.7	1.2	Less Adjustments & Allowances	
97.9	98.3	98.8	Net Sales	
47.6	44.1	42.7	Direct Materials	
11.9	11.3	10.5	Direct Labor	
7.5	9.4	11.2	Indirect Labor	
3.2	3.2	3.3	Utilities	
3.8	3.1	2.3	Depreciation	
6.9	7.1	7.4	Other Mfg. Expense	
(0.1)	(0.3)	(0.6)	Net on Tool Transactions	
6.3	4.9	3.6	Selling Expenses	
7.9	8.1	8.3	Administrative Expense	
2.9	7.4	10.1	Operating Earnings	
2.0	1.5	1.2	Other Income or (Expense)	
0.9	5.9	8.9	Profit Before Income Taxes	
0.3	2.3	4.0	Income Taxes	
0.6	3.6	4.9	PROFIT AFTER INCOME TAXES	
173.0%	173.2%	173.3%	Sales as Percentage of Total Assets	
			Balance Sheets	
1.6	2.0	2.4	Cash	
20.5	21.6	23.1	Accounts & Notes Receivable	
17.7	16.9	15.6	Inventory	
3.3	3.3	3.4	Other Current Assets	
43.1	43.8	44.5	CURRENT ASSETS	
24.8	23.3	21.8	Land & Buildings, at Cost	
4.1	5.3	6.5	Depreciation Reserve	
59.2	58.8	58.1	Machinery & Equipment, at Cost	
33.0	28.7	24.6	Depreciation Reserve	
10.0	8.1	6.7	Other Long-Term Assets	
100.0	100.0	100.0	TOTAL ASSETS	
2.7	1.8	0.9	Current Portion of Term Debt	
7.5	8.1	8.6	Notes Payable	
9.5	10.6	12.4	Accounts Payable, Trade	
8.4	9.6	10.6	Other Payables & Accruals	
28.1	30.1	32.5	CURRENT LIABILITIES	
21.2	19.3	17.0	Other Long-Term Debt	
49.3	49.4	49.5	TOTAL LIABILITIES	
50.7	50.6	50.5	EQUITY (NET WORTH)	
			Statistical Data	
7.2%	6.7%	6.0%	Percent Change in Sales, '85 vs '84	
45.0	44.6	41.0	Cost of Sales/Inventory	
43.3	45.5	48.7	Average Collection Period	
1.6%	10.2%	15.4%	Profit Before Income Taxes/Assets	
2.0%	12.3%	16.8%	Net Income/Equity	

*PBIT less than 5.9 percent
**PBIT more than 5.9 percent

PROPRIETARY PROCESSORS BY SALES GROUPS **SURVEY NO. 24, 1985**

SALES LESS THAN $5 MILLION				SALES $5-$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.7	1.7	1.6	Less Adjustments & Allowances	1.0	0.7	0.4
98.3	98.3	98.4	Net Sales	99.0	99.3	99.6
35.0	34.9	34.9	Direct Materials	44.8	42.7	40.6
11.4	12.3	13.2	Direct Labor	9.0	8.3	7.6
8.6	6.6	4.6	Indirect Labor	5.9	7.3	8.8
2.8	2.5	2.2	Utilities	3.4	3.5	3.6
3.3	3.8	4.3	Depreciation	3.8	5.2	6.6
13.6	10.4	7.9	Other Mfg. Expense	7.9	10.6	13.2
0.9	1.8	2.7	Net on Tool Transactions	3.1	1.6	0.1
8.7	8.2	7.8	Selling Expenses	7.2	5.2	3.2
9.8	10.1	10.3	Administrative Expense	9.0	8.4	7.9
4.2	7.7	10.5	Operating Earnings	4.9	6.5	8.0
1.9	1.7	1.7	Other Income or (Expense)	2.1	0.6	(1.0)
2.3	6.0	8.8	Profit Before Income Taxes	2.8	5.9	9.0
0.5	2.2	3.6	Income Taxes	0.5	2.1	3.9
1.8	3.8	5.2	PROFIT AFTER INCOME TAXES	2.3	3.8	5.1
170.0%	180.7%	191.3%	Sales as Percentage of Total Assets	218.2%	197.7%	177.2%
			Balance Sheets			
2.9	8.5	14.1	Cash	3.2	4.2	5.3
28.7	29.3	30.0	Accounts & Notes Receivable	29.4	26.0	22.6
17.0	18.0	19.0	Inventory	23.1	20.3	17.6
2.4	1.9	1.4	Other Current Assets	1.5	1.6	1.6
51.1	57.7	64.5	CURRENT ASSETS	57.2	52.1	47.1
27.4	27.5	27.6	Land & Buildings, at Cost	26.3	25.9	25.4
11.1	9.6	8.0	Depreciation Reserve	7.2	6.9	6.5
64.0	54.0	43.9	Machinery & Equipment, at Cost	56.8	70.1	83.4
34.5	33.0	31.6	Depreciation Reserve	35.6	43.3	51.1
3.2	3.4	3.6	Other Long-Term Assets	2.5	2.1	1.7
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
3.8	4.0	4.2	Current Portion of Term Debt	3.9	3.6	3.3
21.2	20.0	18.8	Notes Payable	29.1	21.0	12.9
15.0	11.8	8.6	Accounts Payable, Trade	12.5	10.3	8.0
9.1	8.7	8.2	Other Payables & Accruals	8.4	9.9	11.5
49.1	44.5	39.8	CURRENT LIABILITIES	53.9	44.8	35.7
22.4	17.6	12.9	Other Long-Term Debt	2.2	2.8	3.4
71.5	62.1	52.7	TOTAL LIABILITIES	56.1	47.6	39.1
28.5	37.9	47.3	EQUITY (NET WORTH)	43.9	52.4	60.9
			Statistical Data			
1.5%	11.5%	16.0%	Percent Change in Sales, '85 vs '84	9.0%	10.8%	12.4
47.8	50.4	52.8	Cost of Sales/Inventory	51.0	47.9	44.9
61.6	59.2	57.2	Average Collection Period	49.2	48.0	46.6
3.9%	10.8%	16.8%	Profit Before Income Taxes/Assets	6.1%	11.7%	15.9%
10.7%	18.1%	21.0%	Net Income/Equity	11.4%	14.3%	14.8%

*PBIT less than 6.0 percent
**PBIT more than 6.0 percent

SALES $10 MILLION OR MORE				
Less Profitable*	Median	More Profitable**	Operating Statements	
100.0	100.0	100.0	Net Sales	
2.3	3.3	4.2	Less Adjustments & Allowances	
97.7	96.7	95.8	Net Sales	
46.6	38.8	35.6	Direct Materials	
12.7	11.4	10.1	Direct Labor	
7.3	7.1	7.0	Indirect Labor	
4.2	3.8	3.4	Utilities	
5.0	4.1	3.6	Depreciation	
7.7	9.1	10.5	Other Mfg. Expense	
(0.1)	0.2	0.5	Net on Tool Transactions	
7.8	8.3	9.1	Selling Expenses	
8.0	7.4	6.9	Administrative Expense	
(1.5)	6.5	9.1	Operating Earnings	
2.0	1.4	1.2	Other Income or (Expense)	
(3.5)	5.1	7.9	Profit Before Income Taxes	
(1.6)	1.8	3.0	Income Taxes	
(1.9)	3.3	4.9	PROFIT AFTER INCOME TAXES	
160.4%	155.5%	150.6%	Sales as Percentage of Total Assets	
			Balance Sheets	
2.1	3.3	4.5	Cash	
18.4	23.9	29.4	Accounts & Notes Receivable	
19.9	20.6	21.3	Inventory	
3.2	3.3	3.3	Other Current Assets	
43.6	51.1	58.5	CURRENT ASSETS	
28.2	21.9	16.0	Land & Buildings, at Cost	
4.1	4.9	5.7	Depreciation Reserve	
46.5	50.3	54.1	Machinery & Equipment, at Cost	
25.2	26.9	28.7	Depreciation Reserve	
11.0	8.5	5.8	Other Long-Term Assets	
100.0	100.0	100.0	TOTAL ASSETS	
1.1	1.0	0.8	Current Portion of Term Debt	
2.0	1.4	0.9	Notes Payable	
9.5	10.6	11.7	Accounts Payable, Trade	
7.3	9.3	11.2	Other Payables & Accruals	
19.9	22.3	24.6	CURRENT LIABILITIES	
26.1	18.6	11.0	Other Long-Term Debt	
46.0	40.9	35.6	TOTAL LIABILITIES	
54.0	59.1	64.4	EQUITY (NET WORTH)	
			Statistical Data	
7.5%	6.7%	4.9%	Percent Change in Sales, '85 vs '84	
52.8	62.3	69.4	Cost of Sales/Inventory	
41.9	56.1	71.3	Average Collection Period	
(5.6%)	7.9%	11.9%	Profit Before Income Taxes/Assets	
(5.6%)	8.7%	11.5%	Net Income/Equity	

*PBIT less than 5.1 percent
**PBIT more than 5.1 percent

CUSTOM PROCESSORS BY SALES GROUPS **SURVEY NO. 24, 1985**

SALES LESS THAN $5 MILLION				SALES $5-$10 MILLION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.5	1.3	1.0	Less Adjustments & Allowances	1.2	1.4	1.6
98.5	98.7	99.0	Net Sales	98.8	98.6	98.4
39.4	37.4	36.7	Direct Materials	45.9	44.4	42.3
15.3	13.9	12.4	Direct Labor	11.3	10.4	9.5
8.0	7.7	7.5	Indirect Labor	5.9	6.7	7.5
3.7	3.3	2.9	Utilities	3.0	2.9	2.8
3.3	3.8	4.3	Depreciation	2.8	3.1	3.4
12.1	12.0	11.6	Other Mfg. Expense	10.0	10.3	10.5
(0.3)	0.1	0.4	Net on Tool Transactions	0.8	0.1	(0.7)
5.6	5.6	5.6	Selling Expenses	5.2	5.0	4.9
10.6	10.0	9.5	Administrative Expense	9.8	8.6	7.7
0.8	4.9	8.1	Operating Earnings	4.1	7.1	10.5
0.5	0.9	1.2	Other Income or (Expense)	2.1	2.0	0.2
0.3	4.0	6.9	Profit Before Income Taxes	2.0	5.1	10.3
(0.1)	1.8	2.5	Income Taxes	0.3	1.6	4.0
0.4	2.2	4.4	PROFIT AFTER INCOME TAXES	1.7	3.5	6.3
179.0%	191.7%	204.3%	Sales as Percentage of Total Assets	224.4%	195.3%	166.2%
			Balance Sheets			
5.3	4.8	4.5	Cash	2.5	3.7	4.8
25.1	25.8	26.2	Accounts & Notes Receivable	30.5	27.4	24.3
20.7	18.5	16.2	Inventory	23.7	22.2	20.7
1.8	1.9	1.6	Other Current Assets	1.7	1.9	2.1
52.9	51.0	48.5	CURRENT ASSETS	58.4	55.2	51.9
24.1	28.3	32.7	Land & Buildings, at Cost	23.9	25.3	26.7
9.6	9.8	9.9	Depreciation Reserve	6.3	6.5	6.6
66.4	63.0	59.6	Machinery & Equipment, at Cost	53.4	52.6	51.8
37.7	37.4	36.9	Depreciation Reserve	33.7	30.4	27.1
3.9	4.9	6.0	Other Long-Term Assets	4.3	3.8	3.3
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
4.3	7.2	10.0	Current Portion of Term Debt	3.9	3.7	4.0
24.2	24.1	24.1	Notes Payable	19.4	15.5	11.6
18.9	15.8	13.6	Accounts Payable, Trade	14.2	12.9	11.7
5.5	6.7	7.9	Other Payables & Accruals	4.6	6.2	7.8
52.9	53.8	55.6	CURRENT LIABILITIES	42.1	38.3	35.1
11.2	8.0	4.9	Other Long-Term Debt	2.7	3.6	4.4
64.1	61.8	60.5	TOTAL LIABILITIES	44.8	41.9	39.5
35.9	38.2	39.5	EQUITY (NET WORTH)	55.2	58.1	60.5
			Statistical Data			
(2.9%)	1.5%	11.2%	Percent Change in Sales, '85 vs '84	7.0%	7.5%	13.9
50.1	44.4	37.9	Cost of Sales/Inventory	48.1	52.4	58.6
51.2	49.1	46.8	Average Collection Period	49.6	51.2	53.4
5.4%	7.7%	14.1%	Profit Before Income Taxes/Assets	4.5%	10.0%	17.1%
2.0%	11.0%	22.0%	Net Income/Equity	6.8%	11.8%	17.3%

*PBIT less than 4.0 percent
**PBIT more than 4.0 percent

*PBIT less than 5.1 percent
**PBIT more than 5.1 percent

SALES $10 MILLION OR MORE				
Less Profitable*	Median	More Profitable**	Operating Statements	
100.0	100.0	100.0	Net Sales	
2.0	1.2	0.4	Less Adjustments & Allowances	
98.0	98.8	99.6	Net Sales	
50.5	46.1	43.4	Direct Materials	
11.3	11.3	11.3	Direct Labor	
7.5	9.4	11.3	Indirect Labor	
2.8	3.0	3.2	Utilities	
3.2	2.8	2.3	Depreciation	
6.3	6.4	6.6	Other Mfg. Expense	
(0.2)	(0.4)	(0.6)	Net on Tool Transactions	
4.6	3.8	3.0	Selling Expenses	
8.6	8.8	9.1	Administrative Expense	
3.4	7.6	10.0	Operating Earnings	
2.0	1.5	1.0	Other Income or (Expense)	
1.4	6.1	9.0	Profit Before Income Taxes	
0.8	2.4	4.0	Income Taxes	
0.6	3.7	5.0	PROFIT AFTER INCOME TAXES	
189.0%	185.1%	180.9%	Sales as Percentage of Total Assets	
			Balance Sheets	
1.0	1.4	1.7	Cash	
20.9	21.2	21.5	Accounts & Notes Receivable	
15.7	15.1	14.7	Inventory	
3.3	3.6	3.9	Other Current Assets	
40.9	41.3	41.8	CURRENT ASSETS	
24.3	23.5	22.7	Land & Buildings, at Cost	
6.0	6.3	6.6	Depreciation Reserve	
62.1	60.7	59.0	Machinery & Equipment, at Cost	
33.3	28.7	24.1	Depreciation Reserve	
12.0	9.5	7.2	Other Long-Term Assets	
100.0	100.0	100.0	TOTAL ASSETS	
3.1	2.0	0.9	Current Portion of Term Debt	
7.5	8.2	8.9	Notes Payable	
8.5	10.5	12.4	Accounts Payable, Trade	
10.0	10.2	10.6	Other Payables & Accruals	
29.1	30.9	32.8	CURRENT LIABILITIES	
21.3	19.2	17.0	Other Long-Term Debt	
50.4	50.1	49.8	TOTAL LIABILITIES	
49.6	49.9	50.2	EQUITY (NET WORTH)	
			Statistical Data	
7.0%	6.6%	5.8%	Percent Change in Sales, '85 vs '84	
36.3	37.1	37.8	Cost of Sales/Inventory	
40.4	41.8	43.4	Average Collection Period	
2.6%	11.3%	16.3%	Profit Before Income Taxes/Assets	
2.3%	13.7%	18.0%	Net Income/Equity	

*PBIT less than 6.1 percent
**PBIT more than 6.1 percent

CUSTOM INJECTION MOLDERS BY SALES GROUPS

SURVEY NO. 24, 1985

SALES LESS THAN $5 MILLION			Operating Statements	SALES $5-$10 MILLION		
Less Profitable*	Median	More Profitable**		Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.4	1.1	0.7	Less Adjustments & Allowances	1.1	0.9	0.6
98.6	98.9	99.3	Net Sales	98.9	99.1	99.4
37.5	36.8	35.8	Direct Materials	43.4	38.3	34.3
15.4	13.2	11.1	Direct Labor	12.0	11.3	10.7
8.9	9.4	9.8	Indirect Labor	11.7	10.7	9.7
4.5	3.7	3.0	Utilities	3.4	3.6	3.8
6.0	5.2	4.4	Depreciation	4.3	3.8	3.4
12.3	12.6	12.9	Other Mfg. Expense	7.7	11.5	15.3
(0.5)	(0.5)	(0.6)	Net on Tool Transactions	(0.7)	(0.8)	(1.0)
5.9	5.8	5.8	Selling Expenses	4.3	4.0	3.7
9.9	10.3	10.7	Administrative Expense	9.0	9.3	9.7
(1.3)	2.4	6.4	Operating Earnings	3.8	7.4	9.8
0.2	0.4	1.0	Other Income or (Expense)	1.8	1.5	1.2
(1.5)	2.0	5.4	Profit Before Income Taxes	2.0	5.9	8.6
(0.3)	0.8	2.0	Income Taxes	0.5	2.1	3.6
(1.2)	1.2	3.4	PROFIT AFTER INCOME TAXES	1.5	3.8	5.0
171.3%	178.4%	197.5%	Sales as Percentage of Total Assets	169.4%	160.8%	152.1%
			Balance Sheets			
3.3	2.7	2.1	Cash	2.8	4.3	5.5
24.0	25.0	25.9	Accounts & Notes Receivable	29.3	27.6	25.8
21.5	18.2	14.9	Inventory	14.9	17.8	20.6
2.0	1.7	1.5	Other Current Assets	1.3	5.7	9.8
50.8	47.6	44.4	CURRENT ASSETS	48.3	55.4	61.7
27.9	26.3	24.7	Land & Buildings, at Cost	16.5	23.8	31.0
10.2	8.9	7.5	Depreciation Reserve	5.6	10.4	15.2
88.5	80.5	72.5	Machinery & Equipment, at Cost	68.0	62.8	57.6
59.8	50.7	41.5	Depreciation Reserve	29.9	34.4	38.0
2.8	5.2	7.4	Other Long-Term Assets	2.7	2.8	2.9
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
3.9	7.4	10.9	Current Portion of Term Debt	3.2	3.8	4.4
27.7	27.3	26.9	Notes Payable	10.2	13.6	17.0
16.0	14.2	12.3	Accounts Payable, Trade	16.1	13.4	10.8
6.0	6.7	7.4	Other Payables & Accruals	8.8	9.5	10.1
53.6	55.6	57.5	CURRENT LIABILITIES	38.3	40.3	42.3
9.5	7.2	4.9	Other Long-Term Debt	5.9	4.2	2.4
63.1	62.8	62.4	TOTAL LIABILITIES	44.2	44.5	44.7
36.9	37.2	37.6	EQUITY (NET WORTH)	55.8	55.5	55.3
			Statistical Data			
3.3%	10.7%	18.0%	Percent Change in Sales, '85 vs '84	7.0%	4.7%	2.4
53.3	45.4	35.4	Cost of Sales/Inventory	38.4	50.4	64.3
51.1	51.1	47.9	Average Collection Period	63.1	62.6	61.9
(2.6%)	3.6%	10.7%	Profit Before Income Taxes/Assets	3.4%	9.5%	13.1%
(5.6%)	6.6%	17.9%	Net Income/Equity	5.8%	11.0%	13.8%

*PBIT less than 2.0 percent
**PBIT more than 2.0 percent

*PBIT less than 5.9 percent
**PBIT more than 5.9 percent

SALES $10 MILLION OR MORE				
Less Profitable*	Median	More Profitable**	Operating Statements	
100.0	100.0	100.0	Net Sales	
0.3	0.3	0.3	Less Adjustments & Allowances	
99.7	99.7	99.7	Net Sales	
47.6	48.5	49.5	Direct Materials	
10.6	11.1	11,5	Direct Labor	
11.5	7.7	4.0	Indirect Labor	
2.9	3.4	3.8	Utilities	
2.8	3.0	3.1	Depreciation	
7.4	7.4	7.4	Other Mfg. Expense	
(0.8)	0.1	1.0	Net on Tool Transactions	
2.8	2.9	2.9	Selling Expenses	
11.4	9.4	7.4	Administrative Expense	
3.5	6.2	9.1	Operating Earnings	
1.9	0.3	0.3	Other Income or (Expense)	
1.6	5.9	8.8	Profit Before Income Taxes	
1.0	2.0	3.5	Income Taxes	
0.6	3.9	5.3	PROFIT AFTER INCOME TAXES	
195.3%	191.0%	186.7%	Sales as Percentage of Total Assets	
			Balance Sheets	
1.0	0.7	0.3	Cash	
20.8	24.0	27.3	Accounts & Notes Receivable	
11.4	13.9	16.2	Inventory	
2.8	4.1	5.3	Other Current Assets	
36.0	42.7	49.1	CURRENT ASSETS	
25.1	24.5	23.8	Land & Buildings, at Cost	
6.0	8.3	10.5	Depreciation Reserve	
63.2	58.7	54.5	Machinery & Equipment, at Cost	
32.6	32.6	32.5	Depreciation Reserve	
14.3	15.0	15.6	Other Long-Term Assets	
100.0	100.0	100.0	TOTAL ASSETS	
5.4	3.1	0.7	Current Portion of Term Debt	
16.3	8.1	N.A.	Notes Payable	
11.4	11.7	12.0	Accounts Payable, Trade	
12.9	12.0	11.2	Other Payables & Accruals	
46.0	34.9	23.9	CURRENT LIABILITIES	
17.2	12.0	6.7	Other Long-Term Debt	
63.2	46.9	30.6	TOTAL LIABILITIES	
36.8	53.1	69.4	EQUITY (NET WORTH)	
			Statistical Data	
1.5%	4.6%	7.6%	Percent Change in Sales, '85 vs '84	
25.6	32.6	39.8	Cost of Sales/Inventory	
38.9	45.9	53.4	Average Collection Period	
3.1%	11.5%	16.4%	Profit Before Income Taxes/Assets	
3.2%	14.0%	14.3%	Net Income/Equity	

*PBIT less than 5.9 percent
**PBIT more than 5.9 percent

CUSTOM COMPRESSION & REINFORCED MOLDERS BY SALES GROUPS

SURVEY NO. 24, 1985

SALES LESS THAN $5 MILLION			Operating Statements	SALES $5-$10 MILLION		
Less Profitable*	Median	More Profitable**		Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.2	2.2	3.2	Less Adjustments & Allowances	1.2	1.3	1.4
98.8	97.8	96.8	Net Sales	98.8	98.7	98.6
36.6	33.8	31.0	Direct Materials	46.8	45.4	43.9
18.5	18.8	19.2	Direct Labor	10.4	11.0	11.5
8.6	8.3	8.1	Indirect Labor	8.9	7.4	6.1
2.6	2.7	2.8	Utilities	1.6	2.2	2.9
2.4	2.3	2.2	Depreciation	1.5	1.6	1.6
10.9	9.1	7.4	Other Mfg. Expense	11.9	12.2	12.6
0.6	1.0	1.4	Net on Tool Transactions	0.8	2.2	3.8
3.3	4.0	4.6	Selling Expenses	9.7	7.3	5.0
10.6	9.5	8.4	Administrative Expense	4.5	5.6	6.6
4.7	8.3	11.7	Operating Earnings	2.7	3.8	4.6
2.1	3.4	3.9	Other Income or (Expense)	1.6	1.9	2.1
2.6	4.9	7.8	Profit Before Income Taxes	1.1	1.9	2.5
0.5	2.0	2.5	Income Taxes	0.1	0.8	1.0
2.1	2.9	5.3	PROFIT AFTER INCOME TAXES	1.0	1.1	1.5
251.6%	252.5%	253.3%	Sales as Percentage of Total Assets	279.7%	245.9%	212.0%
			Balance Sheets			
11.0	17.0	23.0	Cash	3.9	2.1	0.3
28.3	29.4	30.4	Accounts & Notes Receivable	32.0	41.4	50.8
16.9	16.6	16.2	Inventory	33.8	27.5	21.2
1.2	3.8	6.5	Other Current Assets	0.6	0.9	1.2
57.4	66.8	76.1	CURRENT ASSETS	70.3	71.9	73.5
51.2	57.5	63.8	Land & Buildings, at Cost	13.7	12.9	12.0
20.0	40.0	60.0	Depreciation Reserve	5.6	4.5	3.3
53.7	48.3	42.9	Machinery & Equipment, at Cost	41.0	41.3	41.7
46.1	38.1	30.0	Depreciation Reserve	22.7	24.3	25.9
3.8	5.5	7.2	Other Long-Term Assets	3.3	2.7	2.0
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
5.4	13.2	20.9	Current Portion of Term Debt	3.1	6.8	10.5
19.5	19.1	18.8	Notes Payable	7.1	13.6	20.0
10.1	9.3	8.5	Accounts Payable, Trade	14.2	22.3	30.5
7.1	9.3	11.4	Other Payables & Accruals	6.1	11.0	16.0
42.1	50.9	59.6	CURRENT LIABILITIES	30.5	53.7	77.0
10.0	8.1	6.2	Other Long-Term Debt	21.9	11.2	0.5
52.1	59.0	65.8	TOTAL LIABILITIES	52.4	64.9	77.5
47.9	41.0	34.2	EQUITY (NET WORTH)	47.6	35.1	22.5
			Statistical Data			
0.2%	6.1%	12.0%	Percent Change in Sales, '85 vs '84	1.2%	20.1%	39.0
30.3	31.1	31.6	Cost of Sales/Inventory	53.6	50.3	45.6
41.1	42.5	43.8	Average Collection Period	41.8	61.5	87.5
6.5%	12.4%	19.8%	Profit Before Income Taxes/Assets	3.1%	4.7%	5.3%
11.0%	17.8%	39.4%	Net Income/Equity	5.9%	7.7%	14.1%

*PBIT less than 4.9 percent
**PBIT more than 4.9 percent

*PBIT less than 1.9 percent
**PBIT more than 1.9 percent

CUSTOM COMPRESSION & REINFORCED MOLDERS BY SALES GROUPS

SURVEY NO. 24, 1985

SALES $10 MILLION OR MORE				
Less Profitable*	Median	More Profitable**	Operating Statements	
100.0	100.0	100.0	Net Sales	
0.4	0.8	1.2	Less Adjustments & Allowances	
99.6	99.2	98.8	Net Sales	
45.9	42.1	39.5	Direct Materials	
12.6	12.5	12.4	Direct Labor	
13.7	14.3	15.0	Indirect Labor	
2.3	2.8	3.3	Utilities	
2.5	2.2	1.9	Depreciation	
6.6	6.8	7.0	Other Mfg. Expense	
(0.5)	(0.6)	(0.6)	Net on Tool Transactions	
5.2	3.7	2.2	Selling Expenses	
8.9	7.8	6.6	Administrative Expense	
2.4	7.6	11.5	Operating Earnings	
0.3	1.0	1.1	Other Income or (Expense)	
2.1	6.6	10.4	Profit Before Income Taxes	
1.0	2.6	4.4	Income Taxes	
1.1	4.0	6.0	PROFIT AFTER INCOME TAXES	
185.2%	176.1%	167.0%	Sales as Percentage of Total Assets	
			Balance Sheets	
3.0	2.5	2.0	Cash	
20.3	26.0	31.6	Accounts & Notes Receivable	
14.3	14.9	15.5	Inventory	
1.7	2.7	3.7	Other Current Assets	
39.3	46.1	52.8	CURRENT ASSETS	
26.2	25.0	23.7	Land & Buildings, at Cost	
2.4	5.6	9.2	Depreciation Reserve	
29.7	40.7	51.4	Machinery & Equipment, at Cost	
6.1	18.0	29.8	Depreciation Reserve	
13.3	11.8	11.1	Other Long-Term Assets	
100.0	100.0	100.0	TOTAL ASSETS	
1.9	1.4	0.9	Current Portion of Term Debt	
10.1	13.2	16.3	Notes Payable	
9.5	10.6	11.6	Accounts Payable, Trade	
13.0	15.3	17.8	Other Payables & Accruals	
34.5	40.5	46.6	CURRENT LIABILITIES	
16.7	11.7	6.7	Other Long-Term Debt	
51.2	52.2	53.3	TOTAL LIABILITIES	
48.8	47.8	46.7	EQUITY (NET WORTH)	
			Statistical Data	
4.1%	6.2%	8.2%	Percent Change in Sales, '84 vs '83	
33.6	37.9	42.2	Cost of Sales/Inventory	
40.0	53.9	69.1	Average Collection Period	
3.8%	11.6%	17.4%	Profit Before Income Taxes/Assets	
4.2%	14.7%	21.5%	Net Income/Equity	

*PBIT less than 6.6 percent
**PBIT more than 6.6 percent

CUSTOM EXTRUSION PROCESSORS BY SALES GROUPS

SURVEY NO. 24, 1985

SALES LESS THAN $5 MILLION			Operating Statements	SALES $5-$10 MILLION		
Less Profitable*	Median	More Profitable**		Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.3	1.2	1.1	Less Adjustments & Allowances	0.4	1.2	1.9
98.7	98.8	98.9	Net Sales	99.6	98.8	98.1
42.4	41.4	40.4	Direct Materials	54.9	49.1	43.2
17.0	15.1	13.1	Direct Labor	7.7	8.8	9.9
14.7	10.2	5.8	Indirect Labor	2.6	4.5	6.4
4.8	3.8	2.7	Utilities	3.0	2.7	2.5
3.3	3.9	4.5	Depreciation	2.5	2.6	2.6
11.4	9.9	8.4	Other Mfg. Expense	7.8	6.7	5.5
1.0	0.4	(0.2)	Net on Tool Transactions	0.1	0.3	0.7
4.5	5.0	5.6	Selling Expenses	7.8	6.6	5.3
4.5	6.5	8.4	Administrative Expense	9.2	8.2	7.3
(4.9)	2.6	10.2	Operating Earnings	4.0	9.3	14.7
(0.1)	1.1	4.1	Other Income or (Expense)	2.1	1.0	(0.2)
(4.8)	1.5	6.1	Profit Before Income Taxes	1.9	8.3	14.9
0.0	0.8	1.3	Income Taxes	0.4	2.9	5.4
(4.8)	0.7	4.8	PROFIT AFTER INCOME TAXES	1.5	5.4	9.5
211.0%	221.0%	230.9%	Sales as Percentage of Total Assets	236.0%	198.3%	160.5%
			Balance Sheets			
6.9	4.9	2.8	Cash	3.6	3.1	2.5
21.9	26.2	30.5	Accounts & Notes Receivable	27.1	21.0	14.9
21.9	20.1	18.3	Inventory	24.7	19.6	14.4
1.5	1.3	1.0	Other Current Assets	1.2	4.2	7.3
52.2	52.5	52.6	CURRENT ASSETS	56.6	47.9	39.1
N.A.	19.0	38.0	Land & Buildings, at Cost	21.8	22.6	23.4
N.A.	4.5	9.0	Depreciation Reserve	4.0	5.5	7.1
51.6	40.1	33.6	Machinery & Equipment, at Cost	56.5	49.0	41.5
25.1	21.4	18.6	Depreciation Reserve	31.9	22.5	13.0
21.3	14.3	3.4	Other Long-Term Assets	1.0	8.5	16.1
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
N.A.	3.8	7.5	Current Portion of Term Debt	3.1	4.0	4.9
8.2	9.9	11.6	Notes Payable	19.4	16.8	14.2
15.7	20.6	25.6	Accounts Payable, Trade	10.4	9.3	8.1
5.2	6.5	7.8	Other Payables & Accruals	4.7	6.3	7.8
29.1	40.8	52.5	CURRENT LIABILITIES	37.6	36.4	35.0
13.5	10.8	8.0	Other Long-Term Debt	19.9	11.3	2.6
42.6	51.6	60.5	TOTAL LIABILITIES	57.5	47.7	37.6
57.4	48.4	39.5	EQUITY (NET WORTH)	42.5	52.3	62.4
			Statistical Data			
(12.6%)	6.1%	24.8%	Percent Change in Sales, '85 vs '84	12.4%	11.7%	10.9%
39.9	38.8	38.1	Cost of Sales/Inventory	48.4	47.7	44.3
37.9	43.3	48.2	Average Collection Period	41.9	38.7	33.9
(10.1%)	3.3%	14.1%	Profit Before Income Taxes/Assets	4.5%	16.5%	23.9%
(17.6%)	3.2%	28.1%	Net Income/Equity	8.3%	20.5%	24.4%

*PBIT less than 1.5 percent
**PBIT more than 1.5 percent

*PBIT less than 8.3 percent
**PBIT more than 8.3 percent

CUSTOM EXTRUSION PROCESSORS BY SALES GROUPS

SURVEY NO. 24, 1985

SALES $10 MILLION OR MORE				
Less Profitable*	Median	More Profitable**	Operating Statements	
100.0	100.0	100.0	Net Sales	
2.7	2.0	1.3	Less Adjustments & Allowances	
97.3	98.0	98.7	Net Sales	
55.5	53.7	51.9	Direct Materials	
7.7	8.4	9.0	Direct Labor	
3.8	4.4	5.1	Indirect Labor	
2.4	2.6	2.8	Utilities	
2.9	2.5	2.0	Depreciation	
6.8	7.3	7.9	Other Mfg. Expense	
1.1	0.1	(0.9)	Net on Tool Transactions	
5.2	4.9	4.6	Selling Expenses	
8.8	8.2	7.6	Administrative Expense	
3.1	5.9	8.7	Operating Earnings	
0.4	0.4	0.9	Other Income or (Expense)	
2.7	5.5	7.8	Profit Before Income Taxes	
1.6	2.5	4.0	Income Taxes	
1.1	3.0	3.8	PROFIT AFTER INCOME TAXES	
227.6%	247.0%	266.3%	Sales as Percentage of Total Assets	
			Balance Sheets	
0.2	0.8	1.4	Cash	
27.6	26.9	26.3	Accounts & Notes Receivable	
20.2	19.5	18.8	Inventory	
1.3	2.9	4.4	Other Current Assets	
49.3	50.1	50.9	CURRENT ASSETS	
15.8	22.7	29.6	Land & Buildings, at Cost	
2.6	6.7	10.5	Depreciation Reserve	
63.7	66.7	69.3	Machinery & Equipment, at Cost	
32.3	37.5	42.7	Depreciation Reserve	
6.1	4.7	3.4	Other Long-Term Assets	
100.0	100.0	100.0	TOTAL ASSETS	
2.4	3.7	4.9	Current Portion of Term Debt	
N.A.	N.A.	N.A.	Notes Payable	
7.3	11.1	15.0	Accounts Payable, Trade	
13.6	11.2	8.8	Other Payables & Accruals	
23.2	26.0	28.7	CURRENT LIABILITIES	
5.9	13.5	21.0	Other Long-Term Debt	
29.1	39.5	49.7	TOTAL LIABILITIES	
70.9	60.5	50.3	EQUITY (NET WORTH)	
			Statistical Data	
1.0%	0.8%	0.5%	Percent Change in Sales, '85 vs '84	
39.6	35.6	32.2	Cost of Sales/Inventory	
44.3	39.8	36.0	Average Collection Period	
6.1%	13.6%	20.8%	Profit Before Income Taxes/Assets	
3.5%	12.2%	20.1%	Net Income/Equity	

*PBIT less than 5.5 percent
**PBIT more than 5.5 percent

OTHER CUSTOM PROCESSORS BY SALES GROUPS

SURVEY NO. 24, 1985

SALES LESS THAN $5 MILLION			Operating Statements	SALES $5-$10 MILLION		
Less Profitable*	Median	More Profitable**		Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.9	1.5	1.1	Less Adjustments & Allowances	1.0	0.7	0.3
98.1	98.5	98.9	Net Sales	99.0	99.3	99.7
43.0	41.8	40.6	Direct Materials	47.0	42.0	37.0
11.8	11.8	11.7	Direct Labor	10.9	11.4	11.8
4.2	4.5	4.9	Indirect Labor	6.4	7.8	9.3
5.4	4.3	3.2	Utilities	2.7	2.4	2.1
2.1	2.7	3.2	Depreciation	2.5	2.4	2.3
16.0	12.2	8.5	Other Mfg. Expense	12.4	12.4	12.4
0.5	(0.1)	(0.5)	Net on Tool Transactions	(1.4)	(0.1)	1.2
4.2	5.2	6.2	Selling Expenses	4.8	3.8	2.3
7.7	9.3	10.9	Administrative Expense	10.2	8.6	7.0
3.2	6.8	10.2	Operating Earnings	3.5	8.6	14.3
1.1	1.2	1.4	Other Income or (Expense)	0.1	0.1	0.1
2.1	5.6	8.8	Profit Before Income Taxes	3.4	8.5	14.2
0.4	2.2	3.7	Income Taxes	1.5	3.5	6.1
1.7	3.4	5.1	PROFIT AFTER INCOME TAXES	1.9	5.0	8.1
213.9%	191.7%	169.5%	Sales as Percentage of Total Assets	187.4%	182.9%	178.3%
			Balance Sheets			
2.0	8.7	15.3	Cash	1.6	3.1	4.5
25.1	23.4	21.6	Accounts & Notes Receivable	21.9	21.1	20.2
17.3	17.3	17.3	Inventory	17.1	18.6	20.2
2.0	1.8	1.6	Other Current Assets	1.2	5.9	10.6
46.4	51.2	55.8	CURRENT ASSETS	41.8	48.7	55.5
34.2	32.6	31.6	Land & Buildings, at Cost	36.3	36.3	38.2
15.9	12.9	9.9	Depreciation Reserve	8.1	11.5	14.8
55.0	53.2	50.8	Machinery & Equipment, at Cost	65.3	57.4	47.6
29.0	31.0	32.9	Depreciation Reserve	36.6	31.9	27.1
9.3	6.9	4.6	Other Long-Term Assets	1.3	1.0	0.6
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
3.4	4.6	5.7	Current Portion of Term Debt	1.8	2.3	2.9
18.4	21.2	23.9	Notes Payable	N.A.	6.5	12.9
23.0	15.2	7.3	Accounts Payable, Trade	9.7	8.5	7.2
4.8	6.0	7.1	Other Payables & Accruals	7.8	9.9	12.0
49.6	47.0	44.0	CURRENT LIABILITIES	19.3	27.2	35.0
11.9	7.2	3.9	Other Long-Term Debt	2.6	2.2	1.8
61.5	54.9	47.9	TOTAL LIABILITIES	21.9	29.4	36.8
38.5	45.1	52.1	EQUITY (NET WORTH)	78.1	70.6	63.2
			Statistical Data			
(1.1%)	(0.1%)	1.0%	Percent Change in Sales, '85 vs '84	(11.0%)	3.8%	18.5
35.0	41.8	50.9	Cost of Sales/Inventory	40.1	46.9	54.9
42.8	44.6	46.5	Average Collection Period	42.7	42.1	41.4
4.5%	10.7%	14.9%	Profit Before Income Taxes/Assets	6.4%	15.5%	25.3%
5.6%	14.5%	16.6%	Net Income/Equity	4.6%	13.0%	22.9%

*PBIT less than 5.6 percent
**PBIT more than 5.6 percent

*PBIT less than 8.5 percent
**PBIT more than 8.5 percent

OTHER CUSTOM PROCESSORS BY SALES GROUPS

SALES $10 MILLION OR MORE			Operating Statements
Less Profitable*	Median	More Profitable**	
100.0	100.0	100.0	Net Sales
5.9	3.1	0.2	Less Adjustments & Allowances
94.1	96.9	99.8	Net Sales
45.1	40.3	37.7	Direct Materials
13.8	13.5	13.1	Direct Labor
10.2	10.3	10.5	Indirect Labor
3.5	3.6	3.7	Utilities
2.6	2.4	2.3	Depreciation
5.5	6.2	7.2	Other Mfg. Expense
1.1	0.5	0.1	Net on Tool Transactions
4.2	4.2	4.3	Selling Expenses
7.8	8.7	9.8	Administrative Expense
0.3	7.2	11.1	Operating Earnings
1.2	0.9	0.9	Other Income or (Expense)
(0.9)	6.3	10.2	Profit Before Income Taxes
(0.1)	2.8	4.2	Income Taxes
(0.8)	3.5	6.0	PROFIT AFTER INCOME TAXES
252.4%	216.1%	179.8%	Sales as Percentage of Total Assets
			Balance Sheets
0.2	1.3	2.4	Cash
20.0	18.7	17.3	Accounts & Notes Receivable
20.3	17.4	14.4	Inventory
5.2	5.3	5.4	Other Current Assets
45.7	42.7	39.5	CURRENT ASSETS
24.9	26.0	27.0	Land & Buildings, at Cost
12.2	9.2	6.2	Depreciation Reserve
63.8	66.0	68.2	Machinery & Equipment, at Cost
40.9	39.3	37.6	Depreciation Reserve
18.7	13.8	9.1	Other Long-Term Assets
100.0	100.0	100.0	TOTAL ASSETS
4.3	3.9	3.4	Current Portion of Term Debt
N.A.	9.5	19.1	Notes Payable
11.9	12.3	12.7	Accounts Payable, Trade
13.7	13.4	13.0	Other Payables & Accruals
29.9	39.1	48.2	CURRENT LIABILITIES
40.8	28.9	17.0	Other Long-Term Debt
70.7	68.0	65.2	TOTAL LIABILITIES
29.3	32.0	34.8	EQUITY (NET WORTH)
			Statistical Data
9.3%	4.8%	0.3%	Percent Change in Sales, '85 vs '84
33.8	36.9	39.1	Cost of Sales/Inventory
28.9	31.6	35.1	Average Collection Period
(2.3%)	13.6%	18.3%	Profit Before Income Taxes/Assets
(6.9%)	23.6%	31.0%	Net Income/Equity

*PBIT less than 6.3 percent
**PBIT more than 6.3 percent

PLASTICS PROCESSING INDUSTRY BY END USE

SURVEY NO. 24, 1985

APPLIANCES				CONSTRUCTION		
Less Profitable*	Median	More Profitable**	Operating Statements	Less Profitable*	Median	More Profitable**
	100.0		Net Sales		100.0	
	1.2		Less Adjustments & Allowances		1.0	
	98.8		Net Sales		99.0	
	40.8		Direct Materials		44.1	
	11.9		Direct Labor		10.0	
	10.7		Indirect Labor		8.0	
	3.4		Utilities		2.9	
	3.1		Depreciation		4.2	
	11.6		Other Mfg. Expense		8.1	
	2.4		Net on Tool Transactions		2.0	
	4.3		Selling Expenses		5.5	
	8.9		Administrative Expense		6.7	
	1.7		Operating Earnings		7.5	
	0.3		Other Income or (Expense)		1.5	
	1.4		Profit Before Income Taxes		6.0	
	0.3		Income Taxes		2.3	
	1.1		PROFIT AFTER INCOME TAXES		3.7	
	225.0%		Sales as Percentage of Total Assets		190.5%	
			Balance Sheets			
	3.1		Cash		2.7	
	21.1		Accounts & Notes Receivable		25.0	
	17.1		Inventory		20.0	
	1.0		Other Current Assets		2.2	
	42.3		CURRENT ASSETS		49.9	
	27.3		Land & Buildings, at Cost		19.6	
	9.9		Depreciation Reserve		7.9	
	80.1		Machinery & Equipment, at Cost		63.4	
	45.9		Depreciation Reserve		30.0	
	6.1		Other Long-Term Assets		5.0	
	100.0		TOTAL ASSETS		100.0	
	4.3		Current Portion of Term Debt		1.1	
	20.7		Notes Payable		21.0	
	15.8		Accounts Payable, Trade		10.5	
	6.1		Other Payables & Accruals		8.3	
	46.9		CURRENT LIABILITIES		40.9	
	11.6		Other Long-Term Debt		15.2	
	58.5		TOTAL LIABILITIES		56.1	
	41.5		EQUITY (NET WORTH)		43.9	
			Statistical Data			
	0.8%		Percent Change in Sales, '85 vs '84		5.0%	
	33.5		Cost of Sales/Inventory		48.3	
	34.2		Average Collection Period		47.9	
	3.2%		Profit Before Income Taxes/Assets		11.4%	
	9.7%		Net Income/Equity		20.8%	

PLASTICS PROCESSING INDUSTRY BY END USE

SURVEY NO. 24, 1985

ELECTRONICS			Operating Statements	PACKAGING		
Less Profitable*	Median	More Profitable**		Less Profitable*	Median	More Profitable**
100.0	100.0	100.0	Net Sales	100.0	100.0	100.0
1.1	1.0	0.8	Less Adjustments & Allowances	1.5	1.1	0.7
98.9	99.0	99.2	Net Sales	98.5	98.9	99.3
35.5	40.6	45.7	Direct Materials	43.4	42.5	40.6
15.3	13.2	11.0	Direct Labor	12.1	11.6	11.0
14.9	12.2	9.7	Indirect Labor	6.8	7.6	8.4
3.2	3.1	2.9	Utilities	5.1	4.5	3.8
3.7	3.6	3.6	Depreciation	3.6	4.1	4.7
12.1	9.7	7.2	Other Mfg. Expense	9.1	9.1	9.1
1.0	0.2	(0.6)	Net on Tool Transactions	0.5	(0.1)	(0.6)
4.2	3.9	3.5	Selling Expenses	5.2	5.2	5.2
7.6	6.7	5.9	Administrative Expense	8.5	7.8	7.1
1.4	5.8	10.3	Operating Earnings	4.2	6.6	10.0
0.2	1.4	2.0	Other Income or (Expense)	2.1	1.6	1.0
1.2	4.4	8.3	Profit Before Income Taxes	2.1	5.0	9.0
0.8	1.9	3.2	Income Taxes	0.3	1.8	3.5
0.4	2.5	5.1	PROFIT AFTER INCOME TAXES	1.8	3.2	5.5
216.5%	191.6%	166.7%	Sales as Percentage of Total Assets	225.0%	201.1%	177.2%
			Balance Sheets			
3.9	4.4	4.8	Cash	1.7	3.2	4.7
26.0	28.2	30.5	Accounts & Notes Receivable	26.4	23.5	21.5
20.0	18.3	16.5	Inventory	17.5	16.3	15.1
4.1	4.3	4.6	Other Current Assets	2.4	2.1	1.9
54.0	55.2	56.4	CURRENT ASSETS	48.0	45.1	43.2
21.1	18.0	14.8	Land & Buildings, at Cost	27.9	25.1	22.2
6.3	5.3	4.2	Depreciation Reserve	6.4	6.0	5.6
64.2	61.9	59.4	Machinery & Equipment, at Cost	56.2	66.6	76.3
36.2	34.1	31.9	Depreciation Reserve	35.0	37.5	40.1
3.2	4.3	5.5	Other Long-Term Assets	9.3	6.7	4.0
100.0	100.0	100.0	TOTAL ASSETS	100.0	100.0	100.0
5.1	4.6	4.1	Current Portion of Term Debt	4.2	4.8	5.3
13.9	18.4	21.9	Notes Payable	27.5	20.2	13.0
15.7	13.8	11.9	Accounts Payable, Trade	17.0	13.9	10.7
6.6	8.7	10.8	Other Payables & Accruals	5.8	6.2	6.7
41.3	45.5	48.7	CURRENT LIABILITIES	54.5	45.1	35.7
12.1	10.9	9.7	Other Long-Term Debt	9.7	10.4	11.0
53.4	56.4	58.4	TOTAL LIABILITIES	64.2	55.5	46.7
46.6	43.6	41.6	EQUITY (NET WORTH)	35.8	44.5	53.3
			Statistical Data			
(8.3%)	(1.2%)	6.0%	Percent Change in Sales, '85 vs '84	0.2%	7.5%	14.8
39.4	41.8	44.7	Cost of Sales/Inventory	34.8	36.8	39.7
43.8	53.7	66.8	Average Collection Period	42.8	42.7	44.3
2.6%	8.4%	13.8%	Profit Before Income Taxes/Assets	4.7%	10.1%	15.9%
1.9%	11.0%	20.4%	Net Income/Equity	11.3%	14.5%	18.3%

*PBIT less than 4.4 percent
**PBIT more than 4.4 percent

*PBIT less than 5.0 percent
**PBIT more than 5.0 percent

PLASTICS PROCESSING INDUSTRY BY END USE

SURVEY NO. 24, 1985

TRANSPORTATION			Operating Statements	MEDICAL		
Less Profitable*	Median	More Profitable**		Less Profitable	Median	More Profitable
100.0	100.0	100.0	Net Sales		100.0	
1.2	0.8	0.4	Less Adjustments & Allowances		0.5	
98.8	99.2	99.6	Net Sales		99.5	
47.4	46.0	44.5	Direct Materials		35.4	
10.8	10.9	11.1	Direct Labor		13.3	
8.8	8.3	7.9	Indirect Labor		10.1	
2.8	3.0	3.2	Utilities		3.1	
2.9	2.4	1.9	Depreciation		5.3	
10.7	11.3	11.9	Other Mfg. Expense		10.8	
0.2	(0.2)	(0.6)	Net on Tool Transactions		0.5	
4.3	3.4	2.5	Selling Expenses		6.5	
9.3	7.9	6.5	Administrative Expense		12.0	
1.6	6.2	10.7	Operating Earnings		2.5	
(0.1)	0.7	2.1	Other Income or (Expense)		1.0	
1.7	5.5	8.6	Profit Before Income Taxes		1.5	
0.3	2.1	3.9	Income Taxes		0.3	
1.4	3.4	4.7	PROFIT AFTER INCOME TAXES		1.2	
210.5%	196.6%	182.6%	Sales as Percentage of Total Assets		179.0%	
			Balance Sheets			
3.3	2.6	1.8	Cash		4.6	
27.0	23.9	20.7	Accounts & Notes Receivable		21.4	
21.4	17.5	13.6	Inventory		17.1	
3.1	4.5	5.9	Other Current Assets		4.3	
54.8	48.5	42.0	CURRENT ASSETS		47.4	
23.3	27.6	31.9	Land & Buildings, at Cost		29.9	
9.3	8.2	7.0	Depreciation Reserve		8.2	
55.0	55.8	56.8	Machinery & Equipment, at Cost		59.5	
30.8	29.7	28.7	Depreciation Reserve		34.8	
7.0	6.0	5.0	Other Long-Term Assets		6.2	
100.0	100.0	100.0	TOTAL ASSETS		100.0	
2.7	4.2	5.7	Current Portion of Term Debt		9.8	
19.4	29.6	39.8	Notes Payable		14.6	
17.0	13.6	10.2	Accounts Payable, Trade		11.4	
4.0	5.4	6.8	Other Payables & Accruals		5.2	
43.1	52.8	62.5	CURRENT LIABILITIES		41.0	
12.3	8.6	4.9	Other Long-Term Debt		7.3	
55.4	61.4	67.4	TOTAL LIABILITIES		48.3	
44.6	38.6	32.6	EQUITY (NET WORTH)		51.7	
			Statistical Data			
7.6%	9.6%	11.5%	Percent Change in Sales, '85 vs '84		10.8%	
43.9	39.3	33.6	Cost of Sales/Inventory		44.4	
46.8	44.4	41.4	Average Collection Period		43.6	
3.6%	10.8%	15.7%	Profit Before Income Taxes/Assets		2.7%	
6.6%	17.3%	26.3%	Net Income/Equity		4.2%	

*PBIT less than 5.5 percent

**PBIT more than 5.5 percent

DEFINITIONS

1. **Accounts Payable, Trade** — Amounts owed for goods or services, related to a firm's primary activity, under an informal credit agreement—usually payable within one or two months.
2. **Administrative Expense** — An expense related to the enterprise as a whole as contrasted to expenses related to more specific functions such as manufacturing or selling.
3. **Buildings** — Factory buildings, store buildings, garages, warehouses and so on.
4. **Capitalized Lease Obligations** — The present value of future commitments for cash payments to be made in return for the right to use property owned by someone else.
5. **Cash** — Currency and coins, negotiable checks, and balances in bank accounts.
6. **Current Portion of Long Term Debt** — Long-term debt falling due within one year of the balance sheet date.
7. **Depreciation Expense** — The cost of assets used in manufacturing which is allocated to the period covered by the operating statement.
8. **Depreciation Reserve** — The cumulative amount of the cost of long-term assets (land and buildings, machinery and equipment, and mold, tools, dies) that has been allocated to prior periods in measuring net income or to cost of production.
9. **Direct Labor** — Cost of labor, including fringe benefits, applied and assigned directly to the manufacture of a product.
10. **Direct Material** — Cost of material including inbound freight, applied and assigned directly to the manufacture of a product.
11. **Direct Packaging and Shipping Supplies** — Costs of supplies directly applied to the packaging and shipping of units of manufactured products to customers.
12. **Equity** — The difference between total assets and total liabilities.
13. **FIFO** — First in, first out method of inventory valuation under which ending inventory is computed from more recent purchases and cost of goods sold in computed from oldest purchases including beginning inventory.
14. **Finished Goods Inventory** — Completed but unsold manufactured products.
15. **Inbound Freight** — The cost of freight or shipping incurred in acquiring inventory.
16. **Indirect Labor** — A cost, including fringe benefits, of labor that is not directly applied to the manufacture of a product such as for foremen.
17. **Interest Expense or (Income)** — The difference between interest paid and interest received.
18. **Land** — Site at cost plus the cost of any undepreciable improvements.
19. **LIFO** — Last in, first out method of inventory valuation where the ending inventory is computed from cost of the oldest units and cost of goods sold is the cost of most recently acquired units.
20. **LIFO Reserve** — Current or FIFO historical cost of ending inventory less LIFO historical cost.
21 **Lease Expense** — The amount payable to the owner of an asset for its use during the period covered by the operating statement.
22. **Machinery and Equipment** — Machinery and Equipment, with life of more than one year, valued at cost.
23. **Marketable Securities** — Government bonds, or stocks and bonds of corporations which the firm plans to hold for a relatively short period of time and which can be bought and sold readily.
24. **Molds, Tools, Dies** — Molds, Tools and Dies with life of more than one year, valued at cost.
25. **Net on Tool Transaction** — The difference between the amount paid for small tools (life less than one year) and the amount received for the sale of such tools.
26. **Net Sales** — Sales (excluding tooling) at gross invoice amount less return allowances, freight paid for customers and discounts taken.
27. **Notes Payable including Bank Loans** — The face amount of promissory notes given in connection with loans from the bank or the purchase of goods or services.
28. **Operating Earnings** — Net sales less the total of all expenses listed on the questionnaire from out going freight to research and development expense inclusive.
29. **Notes Receivable** — Amounts due from customers or from others to whom loans have been made or credit extended, when the claim has been put into writing in the form of a promissory note.
30. **Other Current Assets** — Prepayments, receivables other than trade accounts and notes, manufacturing supplies, spare parts, small tools, office supplies, etc.

31. **Other Expense or (Income)** — The difference between outlays and receipts on transactions (other than receipt or payment of interest) not related to the primary purpose of the firm such as income on investments, gains or losses on sale of assets, etc.
32. **Other Fixed Factory Expense** — Costs, other than those included in questionnaire, that are not directly associated with identifiable units of a product such as property taxes, insurance, etc.
33. **Other Long-Term Assets** — Assets, other than those specifically listed in the questionnaire, which are expected to last more than one year including capitalized leases, goodwill, etc.
34. **Other Long Term Debt** — Obligations (other than Real Estate Mortgages) having due dates, or maturities, more than one year after the balance sheet date.
35. **Other Payables and Accruals** — All current liabilities other than the three enumerated: current portions of long term debt, notes payable including bank loans and trade accounts payable.
36. **Other Selling Expense** — Selling expenses (other than sales commissions) including compensation of salesmen, travel, advertising, etc.
37. **Other Variable Manufacturing Expense** — Expenses, not specifically called for in questionnaire that vary with level of output but cannot be identified with any particular unit of product, such as cleaning supplies, rags, work clothes, etc.
38. **Outgoing Freight** — The cost of freight or shipping incurred in selling inventory.
39. **Packaging and Shipping Supplies** — Inventory of supplies applied directly to the packaging and shipping of manufactured product.
40. **Profit After Income Taxes** — Profit before income taxes less Federal income tax and other income taxes.
41. **Profit Before Income Taxes** — Operating earnings less Interest expense and other expense.
42. **Provision For Income Taxes Payable** — The estimated liability for income taxes accumulated and unpaid, based on the taxable income of the firm from the beginning of the taxable year to the date of the balance sheet.
43. **Raw Material Inventory** — Unused materials from which manufactured products are to be made.
44. **Real Estate Mortgages** — Mortgages on land and its improvements and buildings.
45. **Research and Development Expense** — Expenses for research—activities aimed at discovering new knowledge in the hope that such activity will be useful in creating a new product, process or service. Expenses for development—activities to translate research findings or other knowledge into a new or improved product, process or service.
46. **Sales Commission** — Commissions paid to salespersons or other selling agents. Do not include salaries of salespersons.
47. **Trade Accounts Receivable** — Amounts due from customers from the sale of goods relating to prime activity of business.
48. **Utilities** — Includes the cost of power, fuel, water and sewers.
49. **Work-in-Process Inventory** — Partially completed manufactured products.

Procedure for Profits & Loss Statement

The median for each item in the P & L statement is computed. Since the median is used the deduction (addition) of all costs (income) from sales will not necessarily yield the median for net profits before taxes. All costs (income) are adjusted proportionately to yield the net profit before tax median. The adjustments are minor for any one item. Similarly, the medians for federal and state income taxes are adjusted to yield the calculated median net profit after income taxes.

Procedure for Balance Sheet

The medians of the individual assets are adjusted proportionately to total 100 per cent.

The median of the individual liabilities are adjusted proportionately so that when added to the calculated median for the net worth will total 100 per cent.

Definitions

Less Profitable —Consists of all firms whose net profit before taxes is less than the median.

More Profitable —Consists of those firms whose net profit before taxes is equal to or greater than the median.

ALPHABETICAL LIST OF PARTICIPANTS IN 1985 FINANCIAL AND OPERATING RATIOS SURVEY

A

A.O. Smith-Inland, Inc.
Little Rock, AR 72209

Accent Plastics, Inc.
Fullerton, CA 92631

Airlite Plastics Co.
Omaha, NE 68101

Akemi Plastics
Eaton Rapids, MI 48827

Allen Extruders, Inc.
Holland, MI 49423

Allied Industries, Inc.
Rogers, MN 55376

Alphatech Molding, Inc.
Devon, PA 19333

American Thermoplastic Extrusion Co.
Hialeah, FL 33014

Anaheim Custom Extruders, Inc.
Anaheim, CA 92806

Automatic Molded Plastics, Inc.
South Bend, IN 46628

B

Ball Unimark Plastics
Greenville, SC 29602

Bangor Plastics, Inc.
Bangor, MI 49013

Bixby International Corp.
Newburyport, MA 01950

Blako Industries, Inc.
Danbridge, OH 43414

Budd Company/Plastics Division
Madison Heights, MI 48071

Bunnell Plastics, Inc.
Mickleton, NJ 08056

C

Cacoosing Industries, Inc.
Sinking Spring, PA 19608

Camfield Fiberglass Plastics
Zeeland, MI 49464

Century Insulation Mfg. Company
Union, MS 39365

Chili Plastics Inc.
Rochester, NY 14624

Colgate Plastics
Buffalo, NY 14220

Compound Technology, Inc.
Costa Mesa, CA 92626

Continental Plastic Containers, Inc.
Stamford, CT 06904

Continental Plastics, Inc.
Triadelphia, WV 26059

Creative Pultrusions, Inc.
Alum Bank, PA 15521

Crescent Plastics, Inc.
Evansville, IN 47711

Crosby Manufacturing Company
Crosby, MN 56441

Crown Divisions of the Allen Group
Wooster, OH 44691

D

Dekalb Molded Plastics Company
Butler, IN 46721

Delaware Valley Paper & Packaging, Inc.
Malver, PA 19355

Diemolding Corporation
Canastota, NY 13032

Dimco-Gray Company
Centerville, OH 45459

Duval Div. of Tech Pak
Chelsea, MA 02150

Walter Drake, Inc.
Holyoke, MA 01040

E

Eastern Steel Barrel Corp./Plastics Division
Piscataway, NJ 08854

Electro-General Plastics Corp.
Cleveland, OH 44120

ERB, Inc.
Woodstock, GA 30188

F

Fabri-Kal Corporation
Kalamazoo, MI 49001

Fibergrate Corporation
Addison, TX 75001

Fibrex Corporation
Burlington, WA 98233

Form Pac Corporation
Sandusky, OH 44870

G

Gage Industries, Inc.
Lake Oswego, OR 97034

The General Industries Co.
Elyria, OH 44036

General Marble Corporation
Rancho Cucamonga, CA 91730

General Plastics Corp.
Marion, IN 46952

The Glastic Company
Cleveland, OH 44121

Gougeon Brothers, Inc.
Bay City, MI 48706

Graber-Rogg, Inc.
Cramford, NJ 07016

Gruber Systems, Inc.
Valencia, CA 91355

G.W. Fiberglass, Inc.
O'Fallon, MO 63366

H

Hansen Plastics Corporation
Elgin, IL 60120

Haysite Reinforced Plastics
Erie, PA 16509

Hedwin Corporation
Baltimore, MD 21211

Hoffer Plastics Corporation
South Elgin, IL 60177

Hopple Plastics, Inc.
Florence, KY 41042

Hughes Plastics, Inc.
St. Joseph, MI 49085

The Hughes Plastic Co., Inc.
Redwood City, CA 94063

Huron Plastics, Inc.
St. Clair, MI 48079

Hussey Molding Corporation
Manchester, NH 03103

I

Igloo Corporation
Houston, TX 77224

Impact Extrusions, Inc.
Grand Prairie, TX 75053

Ingress-Plastene
Crawfordsville, IN 47933

Insulated Building Systems, Inc.
Sterling, VA 22170

J

Jason Products Company
Emeryville, CA 94608

K

Kamco Plastics, Inc.
Schaumburg, IL 60195

Kessler Products Co. Inc.
Youngstown, OH 44501

King Fiber Glass Corporation
Arlington, WA 98223

Kipp Group
Ontario, CA 91761

Koro Corporation
Hudson, MA 01749

Kurz-Kasch, Inc.
Dayton, OH 45439

L

Lauderdale Components, Inc.
Ft. Lauderdale, FL 33309

L.B. Plastics, Inc.
Mooresville, NC 28115

Leon Plastics Inc.
Grand Rapids, MI 49501

Lexalite International Corp.
Charlevoix, MI 49720

Loral Packaging, Inc.
Garwood, NJ 07027

M

Mankato Corporation
Mankato, MN 56001

Master Industries, Inc.
Ansonia, OH 45303

Medical Plastics, Inc.
Santa Ana, CA 92705

Melville Plastics, Inc.
Burlington, NC 27216

Menasha Corporation
Neenait, WI 54956

Mesa Fiberglass Products Co.
Commerce City, CO 80022

MFG. Justin Tanks, Inc.
Georgetown, DE 19947

Michigan Plastic Products Co.
Grand Haven, MI 49417

Molded Container Corporation
Portland, OR 97202

Moldex, Inc.
Putnam, CT 06260

The Molding Company
Dayton, OH 45459

Moldtronics, Inc.
Downers Grove, IL 60515

Morrison Molded Fiber Glass Co.
Bristol, VA 24203

N

National Plastics Corporation
Ft. Wayne, IN 46825

Netra Corporation
Mountain View, CA 94019

O

Oneida Molded Plastics
Oneida, NY 13421

P

Packaging Systems Corporation
Orangeburg, NY 10962

Pacific Allied Products Ltd.
Ewa Beach, HI 96707

Pawnee Plastics Inc.
Wichita, KS 67277

Phillips Manufacturing Co., Inc.
Canton, MA 02021

Pine River Plastics
St. Clair, MI 48079

Plano Molding Company
Plano, IL 60545

Plastic Art Products
Greeley, CO 80631

Plastics Engineering, Inc.
Kalamazoo, MI 49002

Plastics Enterprises Co., Inc.
Independence, MO 64051

Plastic Industries, Inc.
Athens, TN 37303

Plastic Ingenuity
Cross Plains, WI 53528

Poly Pipe Industries, Inc.
Gainesville, TX 76240

Polyfoam Packers Corp.
Wheeling, IL 60090

Precision Custom Products
DeGraff, OH 43318

Precision Southeast, Inc.
Myrtle Beach, SC 29578

Preferred Plastics, Inc.
Putnam, CT 06260

Primex Plastics Corp.
Carson, CA 90745

Profile Extrusions Co.
Hastings, MN 55033

Progressive Plastics Inc.
Cleveland, OH 44135

Q

Quality Plastics Co., Inc.
Nenberg, OR 97132

R

Ray Products Company, Inc.
El Monte, CA 91731

Recto Molded Products, Inc.
Cincinnati, OH 45209

Richmond Plastics, Inc.
Richmond, VA 23235

Rockwell International Corp.
Troy, MI 48084

Rostone Corporation
Lafayette, IN 47903

Royce Plastic Molding
Indianapolis, IN 46226

S

Seaquist Plastics, Inc.
Mukwonago, WI 53149

Snyder Industries, Inc.
Lincoln, NE 68504

Southern Plastics Company
Columbia, SC 29202

Spir-It Inc.
Wakefield, MA 01880

Steinwall, Inc.
Fridley, MN 55432

Structurlite Plastics Corporation
Hebron, OH 43024

Styrex Industries, Inc.
High Point, NC 27260

Styro-Molders Corporation
Colorado Springs, CO 80907

Sun Plastics Inc.
Clearwater, MN 55320

Surf Chemical Inc.
Hackettstown, NJ 07841

T

Tech Marketing
Tempe, AZ 85281

Tech-Way Industries, Inc.
Franklin, OH 45004

Techform, Inc.
Mt. Airy, NC 27030

Teel Plastics Co., Inc.
Baraboo, WI 53913

Teleflex Fluoroplastics, Inc.
Jaffrey, NH 03452

Tempress Inc.
Seattle, WA 98108

Tetra Plastics, Inc.
Chesterfield, MO 63017

Textek Plastics, Inc.
San Antonio, TX 78227

Tietz & Baur Plastics, Inc.
Melrose Park, IL 60161

Thermoplastic Molders, Inc.
Oklahoma City, OK 73116

Toyad Corporation
Latrobe, PA 15650

Trans Plastics Inc.
Conneaut, OH 44004

Tri Plas Inc.
Ontario, CA 91761

Triangle Plastics, Inc.
Winthrop, IA 50682

U

United Southern Industries, Inc.
Forest City, NC 28043

U.S. Foam, Inc.
Compton, CA 90222

V

Van Norman Molding Company
Chicago, IL 60455

Variform, Inc.
Kearney, MO 64060

Vernay Plastics, Inc.
Xenia, OH 45385

Vermont Plastics, Inc.
Montpelier, VT 05602

Vinyl Plastics, Inc.
Sheboygan, WI 53081

W

Waterbury Co.'s Inc.
Waterbury, CT 06705

Web Plastics Company
Richwood, OH 43344

W.J. Whatley, Inc.
Commerce City, CO 80022

Westmoreland Plastics Co.
Latrobe, PA 15650

Witt Plastics, Inc.
Greenville, OH 45331

Z

Zehrco Plastics, Inc.
Ashtabula, OH 44004

The Society of the
Plastics Industry, Inc.

SPI

SurveyQuestionnaire

355 Lexington Avenue
New York, New York 10017
(212) 503-0600

FINANCIAL AND OPERATING RATIOS SURVEY No. 24—1985

CONFIDENTIAL

FOR PLASTICS PROCESSORS WITH SALES OF LESS THAN $10 MILLION

TO: ALL SPI PLASTICS PROCESSING COMPANIES with 1985 sales of less than $10 million (raw materials producers, manufacturers of machinery, molds and auxiliary equipment, please disregard this questionnaire.)

This is the questionnaire for the twenty-fourth Financial and Operating Ratios Survey for **custom or proprietary plastics processing** firms engaged in compression, blow, or injection molding; extruding; reinforced plastics; or other methods of processing. If your plastics sales in 1985 were $10 million or more, call the SPI Statistical Department (212) 503-0647 for a different questionnaire.

This survey covers statements for the calendar year 1985 or the closest fiscal year. If you have separate operations engaged in different processes (e.g. an injection molding plant and an extrusion plant) or different businesses (e.g. a custom compression molding plant and a proprietary injection plant), please **complete a separate questionnaire for each operation.** If you are a division or plant in a multiproduct company where it is not possible to extract all balance sheet items, mark N.A. on such lines. If precise calculations are too difficult, reasonable estimates are acceptable.

As more processors convert to 6 and 7-day work weeks, it has been decided to reflect maximum capacity as 365 days less 10 holidays = 355 days x 24 hours = 8,500 Total Available Machine Hours.

This questionnaire is fairly simple to complete and will permit more meaningful groupings of ratios by different types and sizes of firms. All financial information is to be reported as percentages of sales or assets. Calculation of ratios will be performed during compilation of the data.

It is important to note that as the number of firms who participate increases, so will the level of detail of the data, by type of process and by sales size. This will make the report much more meaningful. So, we urge all processors to participate in this year's survey.

All individual company replies will, of course, be held in strictest confidence. Please return your completed questionnaire by February 28, 1986 to Dr. Ernest Kurnow in the preaddressed envelope enclosed. **All participants will automatically receive a copy of the final report provided the enclosed "Report Mailing Card" (yellow) is filled out and returned along with the completed questionnaire.** Make a copy of your completed questionnaire for your records.

This survey is sponsored by SPI's FINANCIAL MANAGEMENT COMMITTEE.

Please return one copy of this questionnaire by February 28, 1986 to:

Dr. Ernest Kurnow
Professor of Business Statistics
Graduate School of Business Administration
New York University
100 Trinity Place
New York, NY 10006

Plastics

PLEASE COMPLETE THE ENCLOSED REPORT MAILING CARD (YELLOW) TO RECEIVE A COPY OF THE FINAL REPORT.

QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF LESS THAN $10 MILLION
1985—FINANCIAL AND OPERATING DATA—1985

ASSET AND LIABILITY (BALANCE SHEET) DATA
All figures, to one decimal place, as percentage of Total assets

Cash	_____
Accounts Receivable	_____
Inventory	_____
Other Current Assets	_____
TOTAL CURRENT ASSETS	_____
Land & Buildings	_____
Depreciation Reserve	(_____)
Machinery & Equipment	_____
Depreciation Reserve	(_____)
Other Long-Term Assets	_____
TOTAL ASSETS	100.0%
Accounts Payable	_____
Current Portion of Long-Term Liability	_____
Other Current Liabilities	_____
Notes Payable	_____
Other Long Term Liabilities	_____
Net Worth	_____
TOTAL LIABILITIES AND NET WORTH	100.0%

OPERATING (PROFIT AND LOSS) STATEMENT DATA
All figures, to one decimal place, as a percentage of sales

Sales (Excluding Tooling)	100.0%
Less Adjustments & Allowances	(_____)
Net Sales	_____
Direct Labor	_____
Direct Materials	_____
Indirect Labor	_____
Utilities	_____
Depreciation	_____
Other Manufacturing Expense	_____
Net on Tooling Transactions	_____
Selling Expenses	_____
Administrative Expense	_____
Other Expenses (Income)	_____
Profit before Income Taxes	_____
Income Taxes	_____
Profit after Income Taxes	_____

Please note that all information will be held in strict confidence.

QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF LESS THAN $10 MILLION

For purposes of classification and more meaningful analysis, please complete each of the following questions--

1. In 1985, what was your company's percentage change in net sales as compared to 1984?
_____% (plus or minus?)

2. In 1985, what was your Net Sales/Total Assets ratio? _____%

3. Are the ratios, as reported herein, based upon calendar 1985 or closest fiscal year?
☐ Calendar Year 1985
☐ Closest fiscal year ended _____ 19____
Month

4. In 1985, what was the average number of employees (production, sales and administration) involved in plastics processing? _____Employees

5. What was the percentage distribution of your 1985 sales by process type?

Injection Molding	_____%	EPS Sheet Extrusion	_____%
Blow Molding	_____%	Finishing/Decorating	_____%
Compression/Transfer	_____%	Reinforced	_____%
Rotomolding	_____%	SMC Molding	_____%
Extrusion	_____%	Fabricating	_____%
Thermoforming	_____%	Other (Describe):	_____%
Reaction Injection Molding (RIM)	_____%	TOTAL	100.0%

Other (describe) _____

6. Approximately, what percentage of your 1985 sales were custom or proprietary?

Custom	_____%
Proprietary	_____%
TOTAL	100.0%

7. In 1985, what was the percentage distribution of your sales according to end-use application?

Appliances	_____%	Medical	_____%
Construction (excluding pipe/fittings)	_____%	Packaging	_____%
Siding	_____%	Toys	_____%
Electronics	_____%	Transportation	_____%
Furniture	_____%	*Other	_____%
Housewares	_____%	TOTAL	100.0%

*Other (describe): _____

8. In 1985, what were your plastics sales? (This information will only be used to determine how best to group similar size companies.)

☐ Under $500,000	☐ $5,000,000 to $5,999,999
☐ $ 500,000 to $ 999,999	☐ $6,000,000 to $6,999,999
☐ $1,000,000 to $1,999,999	☐ $7,000,000 to $7,999,999
☐ $2,000,000 to $2,999,999	☐ $8,000,000 to $8,999,999
☐ $3,000,000 to $3,999,999	☐ $9,000,000 to $9,999,999
☐ $4,000,000 to $4,999,999	☐ $10,000,000 and over (see below)

If your plastics sales in 1985 were $10 million or more, you should be completing a different questionnaire. Call the SPI Statistical Department at (212) 503-0647 and ask for the large processor Financial & Operating Ratios Survey Questionnaire.

9. If you are a molder of SMC, please check here. ☐

10. If you are a custom sheet extruder, please check here. ☐

11. If you are a thermoformer, please check here. ☐

Thank you for your cooperation. Please return your completed questionnaire by February 28, 1986.

Please return one copy of this questionnaire by February 28, 1986 to:

Dr. Ernest Kurnow
Professor of Business Statistics
Graduate School of Business Administration
New York University
100 Trinity Place
New York, NY 10006

PLEASE COMPLETE THE ENCLOSED REPORT MAILING CARD (YELLOW) TO RECEIVE A COPY OF THE FINAL REPORT.

The Society of the
Plastics Industry, Inc.

SPI

SurveyQuestionnaire

355 Lexington Avenue
New York, New York 10017
(212) 503-0600

FINANCIAL AND OPERATING RATIOS SURVEY No. 24—1985

CONFIDENTIAL

FOR PLASTICS PROCESSORS WITH SALES OF $10 MILLION OR MORE

TO: ALL SPI PLASTICS PROCESSING COMPANIES with 1985 sales of $10 million or more (Raw materials producers, manufacturers of machinery, molds and auxiliary equipment, please disregard this questionnaire.)

This is the questionnaire for the twenty-fourth Financial and Operating Ratios Survey for **custom or proprietary plastics processing** firms engaged in compression, blow, or injection molding; extruding; reinforced plastics; or other methods of processing. If your plastics sales in 1985 were less than $10 million, call the SPI Statistical Department (212) 503-0647 for a different questionnaire.

This survey covers statements for the calendar year 1985 or the closest fiscal year. If you have separate operations engaged in different processes (e.g. an injection molding plant and an extrusion plant) or different businesses (e.g. a custom compression molding plant and a proprietary injection plant), please **complete a separate questionnaire for each operation.** If you are a division or plant in a multiproduct company where it is not possible to extract all balance sheet items, mark N.A. on such lines. If precise calculations are too difficult, reasonable estimates are acceptable.

As more processors convert to 6 and 7-day work weeks, it has been decided to reflect maximum capacity as 365 days less 10 holidays = 355 days x 24 hours = 8,500 Total Available Machine Hours.

This questionnaire is fairly simple to complete and will permit more meaningful groupings of ratios by different types and sizes of firms. All financial information is to be reported as percentages of sales or assets. Calculation of ratios will be performed during compilation of the data.

It is imporfant to note that as the number of firms who participate increases, so will the level of detail of the data, by type of process and by sales size. This will make the report much more meaningful. So, we urge all processors to participate in this year's survey.

All individual company replies will, of course, be held in strictest confidence. Please return your completed questionnaire by February 28, 1986 to Dr. Ernest Kurnow in the preaddressed envelope enclosed. **All participants will automatically receive a copy of the final report provided the enclosed "Report Mailing Card" (yellow) is filled out and returned along with the completed questionnaire.** Make a copy of your completed questionnaire for your records.

This survey is sponsored by SPI's FINANCIAL MANAGEMENT COMMITTEE.

Please return one copy of this questionnaire by February 28, 1986 to:

Dr. Ernest Kurnow
Professor of Business Statistics
Graduate School of Business Administration
New York University
100 Trinity Place
New York, NY 10006

Plastics

PLEASE COMPLETE THE ENCLOSED REPORT MAILING CARD (YELLOW) TO RECEIVE A COPY OF THE FINAL REPORT.

QUESTIONNAIRE FOR PLASTICS PROCESSING COMPANIES WITH SALES OF $10 MILLION OR MORE
1985 - FINANCIAL AND OPERATING DATA — 1985

ASSET AND LIABILITY (BALANCE SHEET) DATA

All figures, to one decimal place, as percentage of Total assets)

Cash and Marketable Securities	
Trade Accounts and Notes Receivable	
Raw Material Inventory (at FIFO ☐, LIFO ☐, Other ☐)	
Work in Process Inventory (at FIFO ☐, LIFO ☐, Other ☐)	
Finished Goods Inventory (at FIFO ☐, LIFO ☐, Other ☐)	
LIFO Reserve (if applicable)	
Packaging and Shipping Supplies	
Other Current Assets (Prepayments, other receivables, manufacturing supplies, spare parts, small tools, etc.)	
Land and Buildings (At cost)	
Depreciation Reserve	( )
Machinery and Equipment (At cost)	
Depreciation Reserve	( )
Molds, tools, dies (At cost)	
Depreciation Reserve	( )
Other Long-Term Assets (Capitalized Lease, Goodwill, etc.)	
TOTAL ASSETS	100.0%
Current Portion of Long-Term Debt (due within one year)	
Notes Payable including Bank Loans	
Accounts Payable, Trade	
Other Payables and Accruals	
Provision for Income Taxes Payable	
Real Estate Mortgages	
Other Long-Term Debt	
Equity (Net Worth)	
TOTAL LIABILITIES AND NET WORTH	100.0%

OPERATING (PROFIT AND LOSS) STATEMENT DATA

All figures, to one decimal place, as percentage of Net Sales

Net Sales (Excluding tooling)	100.0%
Outgoing Freight and Branch Warehousing	
Direct Materials (Including inbound freight)	
Direct Packaging & Shipping Supplies	
Direct Labor (Including fringe benefits)	
Indirect Labor (Including fringe benefits)	
Utilities (Power, fuel, water, sewer)	
Other Variable Manufacturing Expense	
Depreciation Expense	
Lease Expense	
Other Fixed Factory Expense (Property taxes, insurance, etc.)	
Net on Tool Transactions	
Sales Commissions	
Other Selling Expense (Salesman's compensation, travel, advertising, etc.)	
Administrative Expense	
Engineering Expense (if not included in manufacturing or selling expense)	
Research and Development Expense	
Operating Earnings	
Interest Expense or <Income>	
Other Expense or <Income> (Investment income, gains or losses on sales of assets, etc.)	
Profit Before Income Taxes	
Federal Income Tax	
Other Income Tax (State, Foreign, Local, etc.)	
Profit After Income Taxes	

PLEASE NOTE THAT ALL INFORMATION WILL BE HELD IN STRICT CONFIDENCE

STATISTICAL DATA

Net Sales/Total Assets ..... _____ %
Net Sales/Average Number of All Employees ..... _____ $/employee
Productive Machine Hours/Total Available Machine Hours (assume 8,500 Hrs. available per year per primary machine) .. _____ %
Net Sales/All Employees Man Hours ..... _____ $/man hr.
Net Sales/Total Employment Costs (Salaries, Wages, and Fringe Benefits) ..... _____ %
Net Sales/Production Worker Man Hours (Hourly-paid employees assigned to manufacturing) ..... _____ $/man hr.
Net Sales/Production Worker Employment Costs (Hourly-paid employees assigned to manufacturing) ..... _____ %
(Net Sales minus Cost of Materials)/lbs. processed ..... _____ $/lb.
Total Manufacturing Payroll/lbs. processed ..... _____ $/lb.

To provide the plastics processing industry with some historical idea of sales growth at the processor level annually, please answer question 1.

1. In 1985, what was your company's percentage change in net sales as compared to 1984? _____ % (plus or minus?)

2. Are the ratios as reported herein, based upon calendar year 1985 or closest fiscal year?
   - ☐ Calendar year 1985
   - ☐ Closest fiscal year ended _____ 19____
     MONTH

For purposes of classification and more meaningful analysis, please complete each of the following questions—

3. In 1985, what was the average number of employees (production, sales and administration) involved in plastics processing?
   _____ Employees

4. What was the percentage distribution of your 1985 sales by process type?

Injection Molding	_____ %	Reaction Injection Molding (RIM)	_____ %
Blow Molding	_____ %	EPS Sheet Extrusion	_____ %
Foam Molding	_____ %	Finishing/Decorating	_____ %
Compression/Transfer	_____ %	Reinforced	_____ %
Rotomolding	_____ %	SMC Molding	_____ %
Extrusion	_____ %	Fabricating	_____ %
Thermoforming	_____ %	*Other	_____ %
		Total 100	%

*Other (describe): _____

5. Approximately, what percentage of your 1985 sales were custom or proprietary—

Custom	_____ %	
Proprietary	_____ %	
Total	100	%

6. In 1985, what was the percentage distribution of your sales according to end-use application?

END USE

Appliances	_____ %	Medical	_____ %
Construction (excl. pipe/fittings)	_____ %	Packaging	_____ %
Pipe and Fittings	_____ %	Toys	_____ %
Siding	_____ %	Transportation	_____ %
Electronics	_____ %	*Other	_____ %
Furniture	_____ %	Total 100	%
Housewares	_____ %		

*Other (describe): _____

7. In 1985, what were your plastics sales? (This information will only be used to determine how best to group similar size companies.)

☐ Under $1,000,000	☐ $15,000,000 to $19,999,999	☐ $35,000,000 to $39,999,999
☐ $1,000,000 to $4,999,999	☐ $20,000,000 to $24,999,999	☐ $40,000,000 to $44,999,999
☐ $5,000,000 to $9,999,999	☐ $25,000,000 to $29,999,999	☐ $45,000,000 to $49,999,999
☐ $10,000,000 to $14,000,000	☐ $30,000,000 to $34,999,999	☐ $50,000,000 and over

8. If you are a molder of SMC, please check here ☐.

9. If you are a custom sheet extruder, please check here ☐.

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